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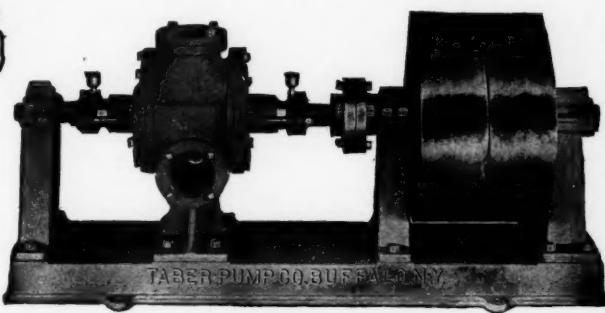
PUBLISHED EVERY SATURDAY

JANUARY 15, 1916

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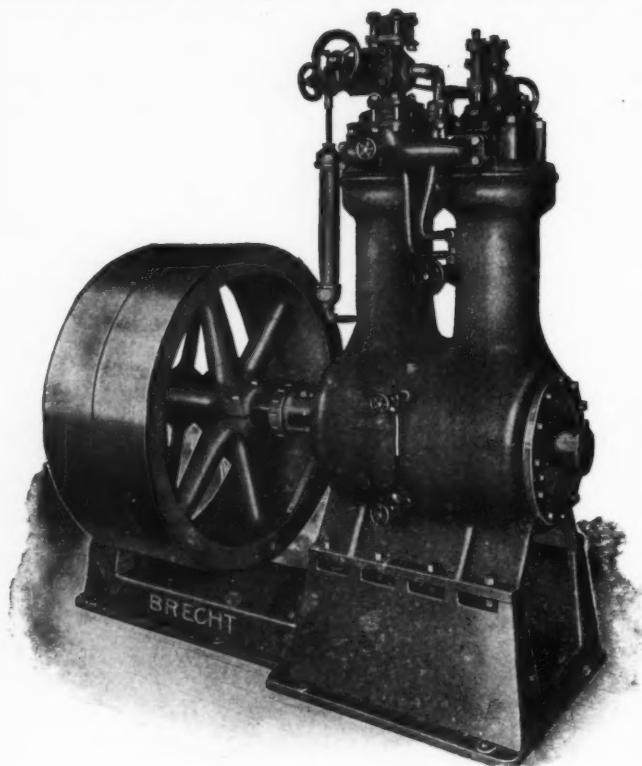
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# THE NATIONAL PROVISIONER

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No. 3.

## BUTTER EVIL EXPOSED BY STATE AUTHORITIES

### Alabama Bureau Compares Wholesomeness of Oleomargarine

Butter interests, which are very sensitive when the truth is told about the methods and conditions in the butter business, have been much upset by an official bulletin issued by the Agricultural and Industries Department of the State of Alabama. This bulletin is signed by Commissioner of Agriculture James A. Wade and Emmet A. Jones, Chief of Immigration and Markets Bureau, and is in effect an expose of the menace to public health in the interstate uninspected butter traffic.

The bulletin records the result of an investigation made by the State of Alabama as to butter and oleomargarine conditions. It is comprehensive in its review of the facts and authorities. It shows first the results of "dairy trust" legislation which has aimed to shut out oleomargarine, while interstate butter traffic goes on uninspected and without tax or other hindrance.

All the dangers to health in this interstate butter traffic are plainly set forth, while the wholesomeness of oleomargarine and the safeguards to health with which government inspection surrounds it are also shown. The conclusions of the investigators are that legal restrictions on the sale of oleomargarine should be removed, that interstate butter traffic should be subjected to Federal regulation, and that both butter and oleomargarine should be marketed in package form under a government stamp, guaranteeing their cleanliness and honesty.

The official statement of the Alabama authorities is as follows:

#### What the "Dairy Trust" Did.

Under the law, no substance can be received into, nor can the finished product be turned out of the oleomargarine factory, until marked "inspected and passed" by a government inspector. But the powerful dairy trust of the Middle West has been able to secure much restrictive legislation by both Federal and State governments against the manufacture and distribution of oleomargarine; and they have now published a bill which they propose to introduce into the next Congress for the purpose of still further restricting the manufacture and use of this food product.

From high authority this Bureau is advised that, if this proposed bill should be passed, peanut and cottonseed oil would both be practically excluded from use in the manufacture of oleomargarine.

In view of the limitations already set about

this important market for our oils, and in view of the probable entire destruction of this market, this Bureau has felt under obligation to make a scientific investigation of the facts and to set them forth together with the high authority from which they have been obtained, in order that our Southern people may take such action as their good judgment with respect thereto may dictate.

We began this investigation with the primary idea that if our oils and the combination into which they enter to make oleomargarine, constitute a needful, economic, wholesome, nutritious food, our people are entitled to this market without unfair restrictions. On the contrary, if they make an expensive and unwholesome food, that they ought to be prohibited altogether.

#### Domestic and Interstate Butter Supplies.

As oleomargarine is used as a substitute for butter, we first made a butter survey of our State of Alabama. This survey revealed the fact that hardly 20 per cent. of our commercial butter is produced within the State. This 20 per cent. of our commercial butter is produced within and contiguous to the larger cities of our State, and is produced and distributed, as a rule, under careful inspectors, who see to it that the tuberculous and otherwise diseased dairy cows are killed off. In this way, they prevent any supply, from our domestic sources, of disease spreading milk and butter.

The survey revealed the further fact that about 80 per cent. of our commercial butter comes to us through the channels of interstate commerce from the great concentrating plants and butter factories of the Middle West, over the origin and manufacture of which neither our State nor our municipalities have any control. The milk from which this interstate butter is manufactured is not inspected by the Federal government, except in occasional instances for educational purposes. The time and skill required for the inspection of butter are so great that the U. S. Secretary of Agriculture advises us that its inspection under the Pure Food law is impractical.

#### Unwholesomeness of Interstate Butter.

In the 25th annual report of the U. S. Bureau of Animal Industry it is said (page 148): "From figures and estimates that are available it seems fair to conclude that not less than 20 per cent. of our dairy cows are

tuberculous, and that tuberculosis occurs to some extent in about 30 per cent. of our dairy herds. . . . Four investigations taken together show that among 439 samples of milk, 8.2 per cent. were infected with live, virulent tubercle bacilli. The fact that one among eight commercially pasteurized samples of milk contained living tubercle bacilli is conclusive proof that some of the so-called "pasteurization," commercially practiced, is worse than useless and has the evil tendency to quiet the mind regarding grave dangers that it does not correct."

In the 26th annual report of the U. S. Bureau of Animal Industry it is said: "The occurrence of living tubercle bacilli in so-called commercially pasteurized milk must not be charged against the efficiency of pasteurization as a method for destroying disease-germs in milk. It is merely evidence to prove that pasteurization, as sometimes practiced for commercial purposes, is not safe, and that to be thoroughly reliable, the pasteurization of milk should be conducted under strict official supervision."

Ex-Governor Hoard of Wisconsin, called in "hearings" before a Congressional Committee, the "Father of Dairying," Treasurer of the National Dairy Union, and Editor of *Hoard's Dairymen*, says in his issue of February 21, 1914:

"Resolutions have been passed and passed again. . . . The cry is 'Something must be done,' but nothing is done. . . . No one familiar with the work, and finding himself behind suitably closed doors, has denied the conditions. . . . No one is more interested in this than the Farmers Cooperative Creameries. . . . They see tendencies working insidiously and eternally to break down quality. They labor under conditions that make them accept poor cream, do poor work, and sometimes keep things in unsanitary condition. . . . There are certain tendencies in the creamery business that are demoralizing to the last degree. We refer to the willingness of creameries to accept poor, bad, decomposed cream, knowing if they do not the cream will go to a competitor."

"The large central creameries have been the chief, though not the only, sinners in this respect. They have invaded the territory of the local creameries and forced them to let down the bars to all that is bad in cream. They have invaded the territory of each other until they have absolutely no control over the product they receive from the farmer."

Mr. David Klein, State Analyst for the State Food Commission of Illinois, in a letter says:

"Adulterated milk and butter is somewhat frequent. . . . Most of our adulterations consists of dirty milk or that which contains high bacterial content. . . . The question of regulation of dairy products is ex-

January 15, 1916.

ceedingly complex. . . . By all means the problem should be dealt with at its source and not at the end of its journey."

Mrs. Julian Heath, President of the National Housewives League, says:

"The Housewives League is entering upon a special campaign this winter for better butter. We have not realized that much of the unclean, unsafe cream which could not be marketed with safety goes into butter and that this cream is not sterilized. We know that disease germs can be carried in butter; we know that a large number of the dairies and creameries of this country are unsafe, and we believe that our campaign for better butter will not only benefit the consumer, but will react upon the producer and be the means of improving the butter industry in the entire country. The consumers of this great country must be awakened to the grave danger, and demand of the Federal Government that laws be enacted for the protection of the consumer and for the good of the industry."

The report of the U. S. Department of Agriculture for year ending June 30, 1915, on "Safeguarding the Meat Supply," shows that the Federal Government inspects only approximately 60 per cent. of the animals now slaughtered in this country. Of those slaughtered and inspected by the Government, the carcasses of more than 80,000 cattle and more than 700,000 swine were found to be infected with tuberculosis.

Minnesota Dairy and Food Department Bulletin No. 52, Appendix 3, page 58:

"A special investigation has been made of economic and commercial conditions in the creamery industry, and information has been received showing that there is practically a monopoly in some sections. . . . That the cream is received over a wide territory, and much of it is received in a stale condition, and that a very large percentage of the butter in the market is below grade."

Year Book of the U. S. Department of Agriculture, 1910, page 46:

"The Bureau of Animal Industry has conducted the inspection of butter as it is received at the New York, Chicago and San Francisco markets. The competition among creameries for the purchase of cream has resulted in cream being accepted which is sometimes in very bad condition, and as a result much butter of inferior quality is placed on the market."

(Page 278.) "Through the dairy districts such as Iowa, Minnesota, Wisconsin, Illinois, Michigan, Ohio, etc., the farmers a few years ago delivered to the creameries clean, sweet milk, which was made into a first grade of butter that brought the highest price. Many of the same farmers are today delivering cream a week old. This is not done because of lack of knowledge, but because their cream, bad as it is, is accepted by the creamery. If one creamery does not accept it another will; the farmer, therefore, is simply following the line of least resistance."

#### Danger From Interstate Butter.

Dr. E. C. Shroeder, in "Hearings Before the Committee on Agriculture in the 61st Congress," said (page 319):

"The remarkable thing found by Dr. W. H. Park and his associates was that among a certain number of fatal cases of tuberculosis among infants, 10 per cent. were due to bovine source; among a certain number of children under five years of age, not all of which were fatal, however, something in the neighborhood of 26 per cent. were due to bovine source; among children between sixteen and five years about 16 per cent. of all tuberculosis was due to the bovine source.

"(Page 321.) "The more closely the bovine type is approached, the higher the virulence of the bacilli seems to be. . . ." (Page 323), he estimates that 15 per cent.

of all human tuberculosis is of bovine origin.

(Page 324) "Estimates which have been made—not by myself, however,—seem to indicate that about 60 per cent. of all bacilli in a given sample of milk are concentrated in the cream. In making investigations myself I have repeatedly made butter from infected cream, and found that when the cream was infected the bacilli were transferred to the butter. Quite a number of experiments with cheese have been made and the investigations show conclusively that when cheese is made from infected milk, the cheese will also contain infection. If typhoid germs get into milk, their presence there is more dangerous than the presence of the tubercle bacilli."

In the 25th annual report of the U. S. Bureau of Animal Industry, it is said (page 152):

"The conclusion is almost forced upon us that the tuberculosis dairy cow is, to say the very least, one of the most important sources of tubercle bacilli with which we have to deal." (Page 160) "Infection of cattle and hogs is most frequently seen in districts in which dairy interests are most prominent. . . . It has been estimated in the Bureau of Animal Industry that the annual sum that may be charged to loss and depreciation through tuberculosis in cattle and hogs is in the neighborhood of \$23,000,000."

According to figures presented at the International Congress on Tuberculosis by the United States Public Health and Marine Hospital Service, tuberculosis destroyed 60,000 more lives in the United States in one year alone than yellow fever destroyed in the United States during a whole century.

Dr. E. C. Shroeder, in the 26th annual report of the Bureau of Animal Industry (page 200) says:

"I am thoroughly convinced that there is no equal number of cases of tuberculosis . . . that can be prevented as easily, as cheaply, and as certainly as the numerous cases that are due to persons infected with tubercle bacilli derived from the bodies of tuberculous cattle."

The great need of our people for butter, or for some substitute therefor, and the alarming dangers coming to them through this volume of uninspected, disease-spreading Interstate Commerce butter, brought us to a careful consideration of oleomargarine.

#### The Wholesomeness of Oleomargarine.

In "Information Regarding Oleomargarine Furnished Committee on Agriculture by U. S. Bureau of Animal Industry," 1912, it is said (page 4):

"Oleomargarine is a meat product and is, therefore, subject to the provisions of the meat inspection amendment. Under this statute all meats and meat food products prepared for sale in interstate and foreign commerce are inspected by the inspectors of the Bureau of Animal Industry. This inspection begins with live cattle, sheep, swine and goats, and is followed by post-mortem inspection at the time of slaughter, and by inspection of the ingredients of meat food products derived from carcasses of the four animals in every stage of preparation of the finished products for shipment.

"Whenever oleomargarine or animal fats intended for use in its manufacture are found on inspection to be unsound, unhealthy, unwholesome, or otherwise unfit for human food, they are condemned and destroyed. When oleomargarine is found on inspection to be sound, healthy, wholesome, and fit for food, the mark of inspection, 'U. S. Inspected and Passed,' is placed thereon.

"The shipment of oleomargarine in interstate and foreign commerce which has not been marked 'Inspected and Passed' is prohibited. The entry into an establishment where inspection is maintained is forbidden of any oleomargarine and other meat food products which have been processed except

under Government Supervision. . . . (Page 6), "No harmful colors are allowed in oleomargarine and no trade labels are permitted which contain statements conveying false indications of origin or quality."

Report of State Food Commissioner, Illinois, 1911 (page 219):

"Oleomargarine is conceded to be a wholesome and nutritious substitute for butter, and at the prevailing high price of the latter it would seem as though there should be a good market for it under its own name."

Forty-third annual report of the State Board of Agriculture of Missouri (page 251):

"Producers and consumers are both familiar with the unsavory reputation of the available country butter, and for that reason alone oleomargarine has been the most successful substitute always free from off flavors and mottled conditions."

#### Restrictive Laws Prevent General Use.

Oleomargarine, as shown, has the same nutritive value as butter, and when it contains a high percentage of peanut oil or cottonseed oil is very pleasing to the eye and the appetite. Without the vegetable oils it is white like lard, so that few people will eat it—unless artificially colored, and when it is taxed by the Government ten cents per pound, and its sale in Alabama is forbidden.

It sells at a little more than half the price of butter if not artificially colored, yet owing to the laws passed years ago by the Federal Government and in Alabama, when its manufacture was crude and uninspected, practically no oleomargarine is used here, so that our people are deprived of this cheap, wholesome and nutritious food, and our farmers are deprived of a market to which they are fairly entitled for their peanut and cottonseed oil.

No prejudice seems to exist against peanut and cottonseed oil in the form of salad and cooking oils and compound lard; but in its early history much prejudice was aroused against oleomargarine because it was alleged that unscrupulous manufacturers used filthy ingredients in unsanitary factories. Since its manufacture has been brought to such a high degree of perfection under Government inspection, the dairymen complain that unscrupulous dealers sell oleomargarine as and for butter. This is wrong, but it is not claimed that this wrong ever resulted in death or disease or even hunger.

#### Must Eat Disease-Spreading Interstate Butter.

Since our domestic production of butter is wholly inadequate, and since the law—Federal and State—so hampers the marketing of oleomargarine that our dealers are unwilling to handle it, and since our people must eat, they are reduced to the necessity of risking this disease-spreading interstate commerce butter.

As shown by our Health Department, April, 1915, Bulletin, Alabama lost last year 2,630 of her citizens by tuberculosis, to say nothing of the large number of deaths attributed to other causes, but superinduced by tuberculosis, or of the hundreds of our people, seeking health in other climates, who perished among strangers. If high disinterested authorities are to be trusted, at least 15 per cent. of these deaths were due to infection from tuberculous cows.

The Alabama Markets Bureau stands for  
(Continued on page 28.)

January 15, 1916.

## THE NATIONAL PROVISIONER.

17

### BILL TO BOTHER THE MEAT TRADE IS SHELVED Australian Government Efforts to Interfere in the Industry Checked

(Special Correspondence of The National Provisioner.)

Brisbane, Queensland, Dec. 10, 1915.

I mentioned in a previous letter that a bill passed through the elective chamber by the Labor Government of Queensland giving somewhat extraordinary powers to take over meat works. This bill was without limit, but at the instance of the nominee chamber, and the opposition with which it met generally, the Government consented to restrict its operations to the period of the war.

The measure has been hung up between the two Houses and will for the present be lost, owing to a difference of opinion between the two Houses about some of the provisions. I mention the bill because it has attracted wide comment, having been the subject of questions in the Imperial Parliament.

The State Government maintains that it required all the drastic powers to deal with situations arising out of the war. Some persons consider that the bill is intended to give the Government power to deal with large companies, which are the pet aversion of the Labor party.

The Government has extreme powers under other acts and has not scrupled to use them. For instance, when some cattle in one case and sheep in another were being taken from the State into the adjoining State, the Government stepped in and compulsorily purchased them at market prices, and had the stock killed for the Imperial Government's supplies.

In this connection it is interesting to mention that several writs have been issued against the Queensland Government for interfering with meat contracts with firms in the other states. The Queensland Government has prevented inter-state export when meat supplies were low. These sections have not yet come to trial.

The Queensland Government has also attracted attention by starting a state butchery. A site near the Government cold stores was selected. In this frozen meat only is being retailed. Owing to the high prices of fresh meat of poor quality, and the better quality of the frozen meat, the shop has so far met with a good deal of success.

I may mention while on this subject that Australians have never taken kindly to frozen meat, and I notice that in Victoria the State health authorities have issued an order that frozen meat offered for sale locally must bear a specific brand, in order that the purchaser may know what he is purchasing.

#### Poor Railroad Service Hurts Slaughter Trade.

In Australia the old question of country killing of stock is agitating those interested. There are advocates for and against. Most of the plants in the Commonwealth are on the Coast, entailing long haulage by train. It is contended that better meat could be obtained if the cattle were killed near the pastures. The weakness in this argument is that wherever the plants were, stock would still have to be carried some distance.

The real basis of the grievance is the poor accommodation and treatment accorded to live-stock in transit in some of the States. In Queensland this complaint is scarcely heard, because of the great care taken of

the stock, the stock trains getting precedence over nearly all traffic.

The question of the slaughtering of female cattle is also much discussed. A report by two prominent stockmen shows that the agitation is unwarranted, the number of female cattle killed being comparatively small, being mostly culs from breeding or dairy herds.

#### Severe Drought Does Damage in Australia.

The position of the meat industry in Australia recently has not shown any marked improvement. In the southern part of the continent the season has certainly greatly improved; but in Queensland and over part of New South Wales a drought rages with intensity, involving very heavy losses of stock. As practically the whole of the cattle carrying country is affected, it follows that whatever export trade takes place it will be confined to mutton, except from the far north of Queensland, where a few cattle are still obtainable.

In some parts rain gave isolated relief, but the dry and hot weather has since neutralized most of the good effects. The position is best explained when I state that the Darling Downs in Queensland, which has a wide reputation as a stock and agricultural country, is importing fodder to save the stock kept there.

In New South Wales the packing plants have commenced on sheep, but the high prices of stock deter operations. It was stated to the customs officials that if the embargo on export were removed, half a million carcasses of mutton or lamb would be available for export, but there is difficulty in living up to this estimate. The output of the plants is being bought by the State Government on behalf of the Imperial Government, and paying the same prices—4d. to 4½d. for mutton, and up to 5½d. for lamb. These prices are f. o. b.

In Victoria the plants have also commenced on sheep—in fact, these plants would not treat cattle as a rule. The prices are high and the number available at remunerative prices is small.

In that State the Federal Government is using its powers to force exporters to make available to local butchers supplies of mutton at the same prices that it is quoted to the Imperial Government. This assurance has been given. The exportable surplus is also to be stated.

This action has been taken to prevent the shortage of meat supplies that occurred during the dry spell of some months ago. The prices paid on behalf of the Imperial Government are slightly higher than in New South Wales.

The effect of the season and other influences on the export trade is shown in a comparison of exports, which in a month consisted of about 110,000 carcasses of mutton and lamb and 45,000 quarters of beef, as compared with nearly three quarters of a million carcasses of mutton and lamb and over a quarter of a million quarters of beef in the corresponding period of last year. The quantity is increasing, but it is difficult to as-

certain the exact quantity on account of the quantities carried in transports, the movements of which are subject to military exigencies.

As one result of the bad season the Wimmera works in Victoria will not be opened this season. The plant at Shepparton, in the same State, has been reopened.

#### New Zealand Has a Good Season.

The season in New Zealand is good, and it is expected that there will be large supplies of stock from that quarter. I refer particularly to fat sheep and lambs.

The conditions in the South Island are not quite so good as those in the North. In the latter the export season will begin early. In the meantime the large stocks accumulated in the stores have been pretty well cleaned out. The accumulation at one stage was over two million carcasses. The payments for meat on behalf of the Imperial Government have averaged over £700,000 per month. It is said that eleven new freezing works are either contemplated or in course of construction, and these will give additional storage space for nearly a million carcasses. The storage will then be equal to four million carcasses. Meanwhile the prices of stock in New Zealand, and especially of cattle, are good.

[EDITOR'S NOTE.—This is the thirty-third in a series of articles from The National Provisioner's special correspondent in Australia, which country is the latest to be considered as a possible source of meat supplies for the United States. Since the indications have increased that Argentina would be unable to meet all demands of Europe and this country, Australia has been turned to as a possible solution of the problem. The war has, of course, altered and complicated the situation. The National Provisioner's representative there will endeavor to keep the trade posted.]

#### EXPORTS OF MEAT PRODUCTS.

A synopsis of the government figures for exports of meat and dairy products for the month of November, 1915, with totals compared, is as follows:

	Nov., 1915.	Nov., 1914.
Beef, canned, lbs.	5,024,359	9,107,545
Beef, canned, value	\$629,004	\$1,353,388
Beef, fresh, lbs.	16,537,886	12,156,321
Beef, fresh, value	\$2,143,681	\$1,434,684
Beef, pickled, etc., lbs.	2,510,364	2,316,425
Beef, pickled, etc., value	\$247,921	\$244,262
Oleo oil, lbs.	11,696,424	7,301,620
Oleo oil, value	\$1,478,235	\$848,974
Bacon, lbs.	45,373,535	18,802,389
Bacon, value	\$5,934,598	\$2,681,305
Hams and shoulders, lbs.	15,192,348	9,800,213
Hams and shoulders, value	\$2,160,187	\$1,462,527
Lard, lbs.	30,497,489	42,013,249
Lard, value	\$3,152,257	\$4,622,650
Neutral lard, lbs.	5,144,963	975,180
Neutral lard, value	\$536,876	\$121,671
Pork, pickled, etc., lbs.	9,326,965	1,803,518
Pork, pickled, etc., value	\$1,029,759	\$195,848
Lard compounds, lbs.	3,658,512	7,397,623
Lard compounds, value	\$38,938	\$598,043

Total value, Nov. .... \$18,210,669 \$13,776,728

For the eleven months a synopsis of the government figures is as follows, with comparisons:

	11 mos., '15.	11 mos., '14.
Beef, canned, lbs.	68,961,820	25,769,515
Beef, canned, value	\$10,605,634	\$4,232,347
Beef, fresh, lbs.	234,706,660	24,651,090
Beef, fresh, value	\$30,216,878	\$3,082,398
Beef, pickled, etc., lbs.	40,145,002	20,724,186
Beef, pickled, etc., value	\$4,323,035	\$2,059,888
Oleo oil, lbs.	98,879,892	81,650,679
Oleo oil, value	\$11,836,628	\$8,505,854
Bacon, lbs.	465,823,503	162,116,141
Bacon, value	\$61,618,541	\$22,482,728
Hams and shoulders, lbs.	242,243,088	128,935,927
Hams and shoulders, value	\$33,721,205	\$18,780,652
Lard, lbs.	403,964,219	398,878,765
Lard, value	\$43,243,865	\$44,279,247
Neutral lard, lbs.	31,254,982	20,282,869
Neutral lard, value	\$3,502,019	\$2,244,439
Pork, pickled, etc., lbs.	65,474,947	34,003,804
Pork, pickled, etc., value	\$6,924,920	\$3,739,487
Lard compounds, lbs.	57,239,547	31,394,811
Lard compounds, value	\$4,929,098	\$4,664,243

Total value, 11 mos. .... \$226,008,558 \$116,073,104

## PRACTICAL POINTS FOR THE TRADE

**[EDITOR'S NOTE.]**—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and the inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### YIELDS IN PRESSING OLEO STOCK.

Referring to an answer to an inquiry in the issue of November 27 of The National Provisioner, concerning pressing oleo stock, the inquirer asks: "Does this refer to oleo stock from slaughter house fat? What is the yield of oleo stock from kidney fat in oil, stearine and tallow? Also in oleo oil and stearine alone?"

The article in question refers to the pressing of oleo stock which is made from selected beef fats, or, as the inquirer puts it, slaughterhouse fats.

A test of kidney fat resulted as follows: No. 2 oleo oil, 40.09 per cent.; stearine, 24.69 per cent.; No. 2 stock, 10.57 per cent.; No. 3 stock, 14.01 per cent.; kettle scrap, 10.63 per cent.; total, 99.99 per cent.

Another test of 1,000 pounds of kidney fat from beef cutting resulted as follows: No. 2 oleo oil, 580 pounds, 58 per cent.; No. 1 oleo stearine, 230 pounds, 23 per cent.

Different grades of fats go into different grades of oleo stocks and tallows.

### QUOTING HOG CASINGS.

A subscriber in the East asks for information on casings quotations as follows:

Editor The National Provisioner:

What is the custom or rule in the United States in regard to hog casings "in salt," "free of salt," etc.?

All hog casings of the better quality should be sound, of good color and length, and practically free from holes. These are packed in tin pails, kegs, barrels or tierces. Casings

"in salt" are packed so as to preserve them in good condition, and carry from 30 to 40 per cent. of salt.

To determine the percentage of salt carried the weighed salted casings in bundles are shaken by hand for not to exceed 30 minutes, the resulting net weight of the casings being commercially known as "free of salt." For instance, if 25 pounds of casings fairly representing the lot weighed in salt before shaking show a loss of 10 pounds in shaking, that means 40 per cent. of salt.

No other method of removing the salt, except shaking by hand, is allowed. Hog casings are quoted "free of salt," or "as packed," the latter meaning "in salt," of course.

### RECIPE FOR HOT TAMALES.

In the issue of The National Provisioner of December 18, 1915, was published the reply to an inquiry from a subscriber in the Southwest for a good recipe for hot tamales. A native Mexican recipe was given at that time. Following is a reliable commercial recipe for making this product:

For the meat mixture take veal, 172 lbs.; lean pork, 228 lbs.; peppers, 60 lbs.; garlic, 12 oz.; organo, 4 oz.; comiendo, 9 oz.; salt, 12 lbs. For the "mush" or cereal cover take corn meal, 5 lbs.; rice, 2 lbs.; salt, 1/4 lb.; lard, 3 lbs.; water, 3 gals.

Grind the meat very fine and then cook, and when nearly done add the spices, steamed and ground very fine, and thoroughly amalgamate with the meats. The garlic must be fried in lard and ground fine before adding. When the mass is thoroughly cooked and mixed, place in pans and chill well before covering with the "mush."

The "mush" must be thoroughly cooked and applied on the cold meat while yet hot. When the meat is cooked and chilled and the "mush" is cooked, about equal parts of each are used in making the tamale. The batch of meat given is much larger than the batch of "mush." Using the proportions given in the recipe any sized batch required can be made. It should be worked into a dough before using.

A machine is used similar to a sausage stuffer, through which the meat passes and comes out the required thickness, about a

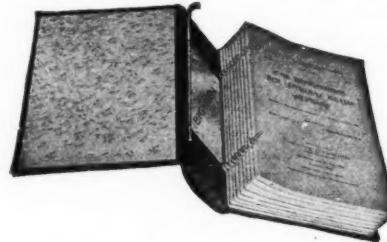
half inch in diameter. The tamales are about four inches in length. The peppers are ground and cooked with the meats. Salt is added also while cooking.

The corn husks are washed in hot water, which bleaches, cleans and renders them pliable, and in these the tamale is wrapped and the ends tied. If to be canned, "process" as usual. This recipe, properly manipulated, should be a success.

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CHICAGO, U. S. A.

49-24

January 15, 1916.

# THE NATIONAL PROVISIONER

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Official Organ American Meat Packers'  
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## EXPORTS OF MEAT PRODUCTS

According to government figures just made public, exports of meat and dairy products from the United States in November were five million dollars greater in value than in the same month a year ago, even though war traffic was flowing at that time. For the eleven months ending with November the export totals were no less than 110 million dollars in excess of a like period in the preceding year. This indicates the volume of export business due to the war.

Of this enormous growth in export meat trade in the eleven months' period the chief features were the increase in exports of fresh beef from 24 to 234 million pounds; canned beef, from 25 to 68 million pounds; pickled beef, from 20 to 40 million pounds;

## THE NATIONAL PROVISIONER.

19

bacon, from 162 to 465 million pounds; hams and shoulders, from 128 to 242 million pounds; pickled pork, from 34 to 65 million pounds. Growth in exports of fats was not so marked.

It must be remembered that this great growth in beef exports includes re-exportation of South American beef sent here and re-shipped to Europe because of steamship conditions. The volume of beef sent abroad is not all domestic product, by any means.

## INACCURATE TRADE FIGURES

In a report made public this week, and which will be discussed and acted upon at next month's convention of the Chamber of Commerce of the United States at Washington, a committee of that chamber declares that our government export and import statistics have been grossly inaccurate. The method which the Government has followed is called obsolete, and immediate reforms are demanded.

In his report A. W. Douglas, of St. Louis, chairman of the committee, says:

"It will be a shock to the members of the Chamber of Commerce of the United States, as it has been to the few persons who have had an opportunity to make a close study of the conditions under which our statistics of foreign commerce are compiled and tabulated, to learn that the figures as published until lately in the reports of our Department of Commerce have been very far from being accurate and in some respects so inaccurate as to make it impossible for experts to render even an approximate estimate of the percentage of error, except to say that it is exceedingly great."

The report specifies the particulars in which our government reports are inaccurate and misleading, and tells of frequent omission of entire shiploads of exports from the compilations. Omissions were not the only inaccuracy, however. New regulations providing for a record of all exports, the production of original invoices, and for moderate penalties, easily enforceable, for failure to observe certain other requirements, are recommended as corrective measures.

The trades represented by The National Provisioner have had plenty of evidence of the unreliability of government trade statistics and have realized some of the reasons therefor. Efforts to remedy the difficulty recently have only added to the confusion.

Increased delay in the issuance of reports has also been a characteristic of the government service in recent years. Whereas a few years ago the trade never had to wait more than 20 days for a monthly export report, now it waits anywhere from 30 to 45 days, and when the figures do come out nobody is sure just what they represent. War embargo orders on export information have only added to the muddle.

If the Chamber of Commerce of the United

States can straighten out the tangle, devise a reasonably accurate system, and then galvanize the government machinery into a semblance of real activity and a realization of its duties to the public, the Chamber will have done commerce and trade a genuine service.

## HORSE MEAT IN NEW YORK

The sensationalists and the humorists had their hour in the limelight recently as a result of the announcement that the sale of horsemeat had been legalized in New York City by action of the Board of Health. The newspapers were full of the story, and the changes were rung on it nine different ways. Demagogues found their usual opportunity to harangue against "food extortioners" who were plotting new deviltry.

Newspaper editorial writers found it an easy grist in turning out assaults on meat purveyors for their presumed intention to "foist" horse meat on the "unsuspecting" New York public. After the wave of publicity which resulted from Commissioner Emerson's announcement no charge of unpreparedness could be lodged against New York consumers. They were put in a mood the very opposite of "unsuspecting." A lot of them must have looked upon their butcher with cold and fishy eye for some days afterward, inspecting the contents of his shop with desperate earnestness to see if they could discover any horse meat.

As a matter of fact the whole thing, to maintain the simile, was a "mare's nest." The Board of Health simply removed from the sanitary code the paragraph containing the ban on sale of horse flesh. The board had good precedent for this, since horse flesh is a recognized article of diet in Europe, and no scientist has been found to declare it unwholesome or unappetizing. In fact, as Commissioner Emerson said, horses are much less subject to animal diseases than other meat animals, and no horse was ever known to have tuberculosis.

However, there was small need for all the excitement, since there is little likelihood of a traffic in horse meat springing up, in spite of the meat supply conditions. In fact, some in the trade at once made the prediction that horsemeat would cost even more than beef if it was put on the market, since horses are commanding a premium at this time because of war conditions, and are much more valuable alive than cut up for meat.

Should horse meat come upon the market it would be hedged about by plain restrictions of labeling, etc. And thus far the Federal authorities have signified no intention of admitting it to interstate commerce by granting it government inspection. The tempest was in a teapot, but it bubbled merrily while it lasted.

January 15, 1916.

## TRADE GLEANINGS

The Union Stock Yards Company, Denver, Colo., is planning to make extensive improvements this year.

The name of the Provident Company, Providence, R. I., has been changed to The American Packing Company.

The Milan Fertilizer Company, of Milan, Tenn., has been organized for the purpose of establishing a fertilizer factory.

The packing plant of Byron Bettis, National Stock Yards, Atlanta, Ga., has been damaged by fire of unknown origin.

Fire partially destroyed a large building owned by the Anglo-American Provision Company, in the stock yards, Chicago, Ill.

Fire destroyed one hundred bales of cotton in the yard of the Imperial Valley Oil & Cotton Company, Imperial, Cal. Cause not known.

A serum plant to cost \$10,000 will be built at 1838 West Hickory street, Oklahoma City, Okla., by the Oklahoma Stock Yards Serum Company.

It is understood that plans are almost complete for the erection of an eight-press cotton oil mill by Swift & Company at Augusta, Ga.

Fire in the baking room on the second floor of the packing plant of the Jones & Lamb Co., Baltimore, Md., caused a damage of \$600. Origin unknown.

A company, with a capital stock of \$250,000, is being organized for the purpose of establishing stock yards and a packing plant in Green Bay, Wis.

It is reported that improvements, which will cost several thousand dollars, will be made to the Georgia Packing Company's plant at Columbus, Ga.

The new wholesale meat market of the Greenwald Packing Company at 323 West Pratt street, Baltimore, Md., will be opened on Monday, January 17.

A company has been organized for the purpose of erecting a packing plant in Billings, Mont. It is reported that the plant will cost about \$300,000.

The Fall River Meat Company has completed the erection of its main building at Fall River Mills, Shasta County, Cal., and have begun slaughtering.

It is reported that the business men of Wahpeton, N. D., want the packing plant,

that is being considered by the Equity Society, located in Wahpeton.

The Farmers' Peanut Oil & Manufacturing Company, Blakely, Ga., has been incorporated by A. J. Singletary, H. G. Smith and L. M. Rambo. Capital stock, \$20,000.

The Moberly Packing Company, Moberly, Mo., has been incorporated with a capital stock of \$20,000. The incorporators are: L. W. Ficklin, I. L. Tugge and F. J. Overberg.

The Star Cattle Company, Fort Worth, Texas, has been incorporated with a capital stock of \$10,000. S. B. Martin, W. A. Campbell and F. Weaver are the incorporators.

The capital stock of the Krey Packing Company, St. Louis, Mo., has been increased from \$50,000 to \$600,000. The erection of additional buildings to cost \$250,000 is being considered.

The Alabama Chemical Company, Montgomery, Ala., to conduct a fertilizer business, has been incorporated with a capital stock of \$225,000 by W. B. Stratford, John H. Hurter, M. B. Lane and others.

At the annual meeting of the stockholders of the F. Howes Meat Company, Burlington, Vt., the following were re-elected: Thomas Reeves as president; Fred Howes, vice-president, and W. B. McKillip, secretary.

France and Canada Stock Yards Corporation, to carry on a stock yard business and deal in cattle, sheep, game, horses, etc., has been incorporated under the laws of the State of Delaware, with a capital stock of \$100,000.

Plans are completed for the erection of the new packing plant of the Nuckolls Packing Company, Pueblo, Colo., which will cost \$300,000. The new plant will consist of four buildings, the main structure to be four stories, 275 x 175 feet.

Work has been commenced on the new abattoir for the Armour Packing Company, in Denver, Colo. This building will be 125 x 125 feet, six stories high, steel and concrete construction. The old abattoir will be remodeled as part of the storage plant, which will more than double the storage capacity of the plant.

Are you in need of a competent employee in some branch of your business? You can get him by using the "Wanted" column on page 48.

### WILSON ON TRADE CONDITIONS.

The effect of the ending of the present European war on the meat industry, and the general outlook for the coming business year, is thus outlined by Thomas E. Wilson, president of Morris & Co., in a statement made by him for a Chicago livestock paper this week:

"External rather than internal affairs predominating in the United States livestock industry, it is somewhat difficult to forecast with accuracy the conditions that might be expected to prevail in the livestock market during the coming year.

"Should the war in Europe be brought to a close, there should be an excellent demand for packing house products on the other side of the ocean, in which event the market in the United States would be correspondingly active. On the other hand, if the war continues and there is no change of restrictions and rules governing the shipments of products to fill orders of customers in neutral countries, then we might look for the reverse.

"There is every indication that we are going to have a heavy hog packing season resulting from increased production, a marked freedom from diseases, principally cholera, which has proved so costly in past years. Then, too, there has been an abundance of feed in the country, this latter fact also having its effect upon the cattle situation, the outcome of which will depend upon the demand of the consumer.

"While, generally, business conditions in this country have been good and a greater number of wage earners have shared in the general prosperity, with fewer persons out of employment, it is somewhat strange to find that the consumption of fresh meats has not increased to the extent that might be generally believed even with the lower wholesale prices prevailing.

"There does not appear to be any satisfactory explanation for the absence of this increase of consumption of fresh meats. There has been a downward trend in prices for some time, which evidently is not taken advantage of by the consuming public."

### DECEMBER OLEO OUTPUT AT CHICAGO.

The oleomargarine output for the Chicago district for the month of December, 1915, was 8,671,816 lbs. uncolored and 243,162 lbs. colored, a total of 8,914,978 lbs. This was nearly a million pounds more than the preceding month. Compared to a year ago it was about three-quarters of a million pounds less. The falling off compared to a year ago is due to the low price of all kinds of butter because of enormous production and the exigencies of competition. The production of renovated butter in December in the Chicago district was 1,529,219 lbs.

Oleomargarine production in the Chicago district by months for the past year is as follows:

	Pounds.
December, 1914	9,734,675
January, 1915	9,441,140
February	9,346,918
March	9,654,831
April	7,831,205
May	7,576,414
June	6,686,267
July	6,170,701
August	6,379,572
September	6,862,642
October	8,417,380
November	8,025,175
December	8,914,978

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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Values Advance—Trading Active—Good Shipping Demand—Hogs Firm—Packing Operations Liberal—Weights Light.**

The movement of provision values during the week has again been upward with new high levels reached, and again broken. The advance in the market has resulted in carrying quotations up from the low of the season about \$3 a bbl. on pork and nearly 2c. a lb. on lard. Ribs have also shown a decided advance, corresponding to the advance in other commodities. The advance has been accompanied by further good distribution of products. Shipments from packing centers are large, and for the past week the product shipments from Chicago show an increase of 5,000,000 lbs. of cut meats over last year, and a corresponding increase in fresh meats. The excess of shipments for the season was also maintained. The shipments of cut meats have exceeded last year, since November 1 by nearly 56,000,000 lbs. and the shipments of lard have shown an excess of 17,000,000 lbs. On the other hand the receipts of lard at Chicago have been nearly 2,000,000 lbs. less than last year, but there has been a moderate increase in the receipts of meats.

The effect of this movement on the stocks at all important centers was shown in the statement of the stocks at the five leading packing points which showed a much smaller increase this year than last, although the packing has been so much in excess of last year. It is true however that this packing has been made up to an important extent by the light weight hogs, and therefore the yields of product have been correspondingly lessened. The stocks at the five leading points as reported for January 1 compared with the previous month and last year follow.

	Jan. 1, 1916.	Dec. 1, 1915.	Jan. 1, 1915.
Mess Pork, bbls....	32,020	29,560	56,736
Other Pork, bbls....	54,409	35,810	57,313
P. S. Lard, tcs....	149,626	137,331	24,507
Other Lard, tcs....	22,839	17,519	19,848
S. P. Hams	47,089,706	28,244,745	57,963,535
S. P. Sk'd Hams, lbs.	19,108,452	15,565,225	27,375,177
S. P. Pleines, lbs.	13,051,775	5,517,271	16,967,284
S. P. Bellies, lbs.	16,545,472	9,858,426	15,326,589
S. P. Shoulders, lbs.	2,728,214	970,673	2,010,163
D. S. Shoulders, lbs.	2,209,902	1,519,902	2,117,473
Short Rib Slides, lbs.	16,245,290	3,105,167	21,075,365
Ex. Sh. Rib Slides, lbs.	542,302	508,054	1,792,780
Sh. Clear Slides, lbs.	697,396	1,361,021	1,195,270
Ex. Sh. Clear S., lbs.	1,639,273	1,609,606	5,403,709
D. S. Bellies, lbs.	13,495,984	9,404,914	33,548,186
Short F. Backs, lbs.	6,625,696	5,317,566	9,388,998
Other Meats, lbs.	35,434,704	21,047,541	25,115,904
Total Meats, lbs.	175,414,226	104,359,111	219,180,933

The average weights of live stock at Chicago during the past calendar year show in hogs the lightest weights during the years in question, while the cattle show the heaviest weights. The comparison of these weights with the five preceding years follow.

	1915.	1914.	1913.	1912.	1911.	1910.
Hogs .....	219	231	228	226	228	235
Cattle .....	1,046	1,002	1,008	981	997	990
Calves .....	134	135	134	145	153	168
Sheep .....	79	78	79	79	79	81

The important falling off in the weights was in the past few months, particularly at the close of the year which brought down the average for the entire year. This decrease in weights, has evidently been general and the packing operations for the entire country must be considered in a different aspect from normal packing statistics.

The trade is looking forward with a very great deal of interest to the Government re-

port of the number of live stock in the country which will be issued on January 18 at 2 P. M. This report on swine will compare with 64,418,000 last year and 58,933,000 in 1914. In milch cows it will compare with 21,262,000 last year and 20,727,000 two years ago, other cattle 37,067,000 and 35,855,000 two years ago, and in sheep 49,956,000 last year and 49,716,000 two years ago. On account of the heavy movement of hogs and the favorable Government report in September there has been some disposition to look for a statement showing an increase in live stock compared with last year.

The current movement of hogs has been large, and receipts at Western points have been upwards of 150,000 today. The weather conditions this week have been very severe however, there has been a bad storm through the country with excessively low temperatures reported West of the Mississippi and in the Northwest. These conditions are expected to affect the movement to some extent while the severe weather will tend to increase the consumption.

Feed stuffs conditions have been against the feeding interests. Values have continued to advance with corn selling over 80c. for both May and July at Chicago, making new high records for the season. This upward tendency of values has been accompanied by a further rise in the price of oats and feed stuffs generally are very firm. Corn prices are now 5 to 6c. a bushel higher than last year. The advance has been influenced by the continued light movement of corn from the country and the belief that the amount of feed stuffs this year will be much less than indicated by the official reports.

LARD.—The market has been very firm during the week. Demand has been of fair volume, while the strength in the contract market West and general firmness at packing centers have influenced values. City steam, 10@10%e. nom.; Middle West, \$10.55 @10.65 nom.; Western, \$10.80; refined Continent, \$11.35 nom.; South America, \$11.50 nom.; Brazil, kegs, \$12.50; compound, 10@10%e.

PORK.—The market has been very firm. The advance in hogs and in product values

West with light stocks here have brought a much firmer tone to the market. Mess is quoted at \$19.50@20.00 nom.; clear, \$19.50@23 nom.; family, \$21@22.50.

BEEF.—The tone of the market is very firm. Supplies are small and with the moderate offerings for packing, the prospects for increase in supplies are limited. Family, \$18@19 nom.; mess, \$16.50@17 nom.; packet, \$17 nom.; extra India mess, \$27@27.50.

SEE PAGE 29 FOR LATER MARKETS.

### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to January 12, 1916:

HOGS.—Panama, 1 hd.

BACON.—Barbados, 115 lbs.; Bermuda, 5,621 lbs.; Brazil, 566 lbs.; British West Indies, 227 lbs.; Colombia, 42 lbs.; Costa Rica, 174 lbs.; Cuba, 73,036 lbs.; Danish West Indies, 5 lbs.; Dutch West Indies, 213 lbs.; England, 3,222,981 lbs.; France, 264,128 lbs.; Haiti, 18 lbs.; Honduras, 50 lbs.; Italy, 521,529 lbs.; Jamaica, 3,578 lbs.; Mexico, 1,158 lbs.; Netherlands, 48,021 lbs.; Norway, 1,535,941 lbs.; Panama, 2,720 lbs.; Peru, 920 lbs.; Scotland, 155,336 lbs.; Switzerland, 637,963 lbs.

HAMS AND SHOULDER.—Barbados, 110 lbs.; Bermuda, 5,169 lbs.; Brazil, 1,013 lbs.; British West Indies, 1,185 lbs.; Colombia, 1,759 lbs.; Costa Rica, 2,373 lbs.; Cuba, 81,235 lbs.; Danish West Indies, 3,324 lbs.; Dutch West Indies, 576 lbs.; Ecuador, 948 lbs.; England, 1,154,396 lbs.; French West Indies, 399 lbs.; Gibraltar, 539 lbs.; Haiti, 5,518 lbs.; Honduras, 1,348 lbs.; Jamaica, 4,792 lbs.; Liberia, 619 lbs.; Mexico, 2,807 lbs.; Norway, 343 lbs.; Panama, 12,634 lbs.; Peru, 2,622 lbs.; San Domingo, 4,093 lbs.; Scotland, 355,942 lbs.; Venezuela, 2,068 lbs.

LARD.—Argentina, 220 lbs.; Australia, 16,164 lbs.; Bermuda, 470 lbs.; Brazil, 67 lbs.; British South Africa, 82,525 lbs.; British West Africa, 2,077 lbs.; British West Indies, 650 lbs.; Chile, 7,950 lbs.; Colombia, 89,455 lbs.; Cuba, 23,184 lbs.; Danish West Indies, 355 lbs.; Dutch West Indies, 1,577 lbs.; Ecu-

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dor, 4,619 lbs.; England, 2,123,714 lbs.; France, 804,815 lbs.; French West Indies, 400 lbs.; Gibraltar, 5,910 lbs.; Haiti, 192,198 lbs.; Iceland, 3,360 lbs.; Italy, 5,400 lbs.; Jamaica, 2,504 lbs.; Liberia, 525 lbs.; Mexico, 59,797 lbs.; Netherlands, 766,261 lbs.; Norway, 681,605 lbs.; Panama, 6,286 lbs.; Peru, 53,748 lbs.; Portuguese Africa, 14,836 lbs.; Salvador, 11,486 lbs.; San Domingo, 16,404 lbs.; Scotland, 109,400 lbs.; Spain, 9,940 lbs.; Switzerland, 160,000 lbs.; Venezuela, 26,212 lbs.

**LARD COMPOUNDS.**—Australia, 4,352 lbs.; Barbados, 2,500 lbs.; Bermuda, 3,564 lbs.; British West Africa, 10,786 lbs.; British West Indies, 6,910 lbs.; Cuba, 313,084 lbs.; Danish West Indies, 2,171 lbs.; Dutch West Indies, 12,641 lbs.; Ecuador, 3,821 lbs.; England, 246,249 lbs.; Haiti, 71,661 lbs.; Jamaica, 3,292 lbs.; Japan, 870 lbs.; Mexico, 11,261 lbs.; Norway, 170,860 lbs.; Panama, 2,087 lbs.; Scotland, 23,706 lbs.; Venezuela, 2,000 lbs.

**LARD OIL.**—England, 990 gals.

**FRESH PORK.**—Bermuda, 3,007 lbs.; England, 261,584 lbs.; France, 65,720 lbs.; Haiti, 1,000 lbs.; Panama, 9,289 lbs.

**PICKLED PORK.**—Barbados, 2,700 lbs.; Bermuda, 2,114 lbs.; British West Indies, 3,039 lbs.; Cuba, 68,302 lbs.; Danish West Indies, 2,294 lbs.; Dutch West Indies, 5,400 lbs.; England, 238,396 lbs.; French West Indies, 2,000 lbs.; Haiti, 116,100 lbs.; Jamaica, 13,976 lbs.; Liberia, 2,050 lbs.; Mexico, 700 lbs.; Norway, 20,600 lbs.; Panama, 10,600 lbs.; Peru, 665 lbs.; San Domingo, 6,476 lbs.; Scotland, 25,000 lbs.

**CANNED PORK.**—Argentine, 33,700 lbs.; British West Indies, 36 lbs.; Cuba, 5,062 lbs.; England, 69,034 lbs.; Gibraltar, 33,986 lbs.; Haiti, 3,484 lbs.; Portuguese Africa, 40 lbs.; San Domingo, 98 lbs.; Scotland, 2,160 lbs.

**SAUSAGE.**—Bermuda, 2,300 lbs.; Brazil, 61 lbs.; British South Africa, 94 lbs.; British West Indies, 345 lbs.; Colombia, 492 lbs.; Costa Rica, 75 lbs.; Cuba, 420 lbs.; Danish West Indies, 60 lbs.; Dutch West Indies, 625 lbs.; England, 1,000 lbs.; France, 393,725 lbs.; French Africa, 5,500 lbs.; French West Indies, 58 lbs.; Gibraltar, 6,763 lbs.; Haiti, 2,820 lbs.; Honduras, 600 lbs.; Mexico, 26 lbs.; Panama, 3,512 lbs.; Peru, 964 lbs.; San Domingo, 2,968 lbs.; Scotland, 14 lbs.; Venezuela, 135 lbs.

#### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to January 12, 1916:

**BEEF, PICKLED AND OTHER CURED.**—Barbados, 21,800 lbs.; Bermuda, 4,943 lbs.; British South Africa, 7,430 lbs.; British West Africa, 2,000 lbs.; British West Indies, 1,800 lbs.; Cost Rica, 6,800 lbs.; Danish West Indies, 1,290 lbs.; Dutch West Indies, 4,970 lbs.; England, 79,218 lbs.; Haiti, 12,816 lbs.; Iceland, 4,000 lbs.; Italy, 1,747,497 lbs.; Jamaica, 10,330 lbs.; Liberia, 1,956 lbs.; Mexico, 200 lbs.; Norway, 231,569 lbs.; Panama, 4,700

lbs.; Peru, 500 lbs.; San Domingo, 200 lbs.; Scotland, 191,280 lbs.

**FRESH MEATS.**—Bermuda, 20,408 lbs.; British West Indies, 968 lbs.; England, 169,453 lbs.; Italy, 5,608,884 lbs.; Panama, 1,923 lbs.; Scotland, 15,200 lbs.

**OLEOMARGARINE.**—Barbados, 4,500 lbs.; Bermuda, 1,480 lbs.; British South Africa, 10,692 lbs.; British West Indies, 1,410 lbs.; Colombia, 3,870 lbs.; Costa Rica, 1,330 lbs.; Danish West Indies, 125 lbs.; Dutch West Indies, 1,556 lbs.; French West Indies, 200 lbs.; Haiti, 3,300 lbs.; Honduras, 1,900 lbs.; Hong Kong, 820 lbs.; Jamaica, 4,875 lbs.; Panama, 3,630 lbs.; San Domingo, 525 lbs.

**OLEO OIL.**—Cuba, 4,642 lbs.; Denmark, 41,966 lbs.; England, 182,308 lbs.; France, 151,490 lbs.; Jamaica, 455 lbs.; Netherlands, 79,942 lbs.; Norway, 643,514 lbs.; Scotland, 26,906 lbs.; Switzerland, 111,165 lbs.

**OLEO STEARINE.**—Columbia, 1,770 lbs.; France, 14,300 lbs.; Haiti, 300 lbs.; Mexico, 1,578 lbs.; Netherlands, 42,566 lbs.; Peru, 3,520 lbs.; Venezuela, 31,300 lbs.

**OLEO STOCK.**—Denmark, 43,799 lbs.; Norway, 401,662 lbs.

**OLEINE.**—Sweden, 27,647 lbs.

**ALL OTHER ANIMAL OILS.**—Costa Rica, 187 gals.; Venezuela, 26 gals.

**TALLOW.**—Ecuador, 382 lbs.; Mexico, 17,030 lbs.; Peru, 97 lbs.

**CANNED BEEF (Value).**—Australia, \$3; Bermuda, \$5.819; Brazil, \$300; British South Africa, \$3.217; British West Indies, \$232; China, \$4; Colombia, \$26; Cuba, \$225; Danish West Indies, \$50; Dutch West Indies, \$33; England, \$18,015; France, \$13,976; French West Indies, \$7; Haiti, \$64; Honduras, \$90; Iceland, \$1,176; Jamaica, \$68; Japan, \$25; Mexico, \$12; Panama, \$42; Peru, \$237; Portuguese Africa, \$116; San Domingo, \$43; Straits Sett., \$92; Venezuela, \$667.

**OTHER MEAT PRODUCTS (Value).**—Australia, \$7,019; Bermuda, \$1,170; Brazil, \$87; British West Indies, \$219; Colombia, \$17; Costa Rica, \$3; Cuba, \$1,016; Dutch West Indies, \$502; England, \$34,022; France, \$27,784; French West Indies, \$7; Gibraltar, \$280; Guatemala, \$235; Haiti, \$609; Hong Kong, \$264; Iceland, \$14; Jamaica, \$6,137; Liberia, \$14; Mexico, \$224; Norway, \$791; Panama, \$1,174; Peru, \$85; Salvador, \$6; Scotland, \$1,080; Venezuela, \$8.

#### EXPORTS OF DAIRY PRODUCTS.

Exports of dairy products from New York reported up to January 12, 1916.

**BUTTER.**—Barbados, 1,174 lbs.; Bermuda, 3,505 lbs.; Brazil, 8,300 lbs.; British West Africa, 75 lbs.; British West Indies, 1,754 lbs.; Colombia, 3,087 lbs.; Costa Rica, 475 lbs.; Cuba, 14,486 lbs.; Danish West Indies, 725 lbs.; Dutch West Indies, 410 lbs.; French West Indies, 2,560 lbs.; German Africa, 100 lbs.; Guatemala, 175 lbs.; Haiti, 22,847 lbs.; Jamaica, 4,020 lbs.; Liberia, 72 lbs.; Mexico, 858 lbs.; Panama, 7,997 lbs.; Peru, 1,793 lbs.; Venezuela, 12,931 lbs.

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to European ports for the week ending Thursday, January 6, 1916, as shown by A. L. Russell's report are as follows:

Steamer and Destination.	Oil	Cottonseed	and	Bacon	Cake.	Oil.	Butter.	Hams.	Tallow.	Beef.	Pork.	Lard.	Bags.	Bbls.	Pkgs.	Boxes.	Pkgs.	Bbls.	Tcs.	and	Pkgs.
Lapland, Liverpool	.....	.....	.....	1761	.....	46	.....	.....	.....	2070	.....	.....	.....	.....	.....	.....	.....	.....	2070	.....	.....
Baltic, Liverpool	.....	.....	.....	1339	71	.....	.....	.....	.....	350	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
New York, Liverpool	.....	.....	.....	1691	.....	3	.....	.....	.....	4100	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Headly, London	.....	.....	.....	372	.....	.....	.....	.....	.....	4100	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Mongolia, London	500	.....	.....	178	.....	.....	.....	.....	.....	250	1000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Lepanto, Hull	.....	.....	.....	1209	.....	.....	.....	.....	20	.....	5698	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Raeburn, Manchester	500	.....	.....	34	.....	.....	.....	.....	.....	400	2900	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Ryndam, Rotterdam	14008	5869	.....	.....	.....	.....	.....	.....	.....	25	200	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Mesarna, Rotterdam	.....	.....	.....	9094	.....	.....	.....	.....	.....	19969	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Sammanger, Rotterdam	2625	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Zaandyk, Rotterdam	8920	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Stockholm, Gothenberg	.....	.....	.....	2979	.....	.....	.....	.....	.....	1440	500	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
United States, Baltic	3380	1000	400	.....	.....	40	.....	.....	.....	300	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Alton, Havre	.....	.....	.....	.....	.....	40	.....	.....	.....	300	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Rochambeau, Bordeaux	.....	.....	.....	500	.....	.....	.....	.....	90	740	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Ville de Tamatave, Marseilles	.....	.....	.....	119	.....	30	150	750	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
D'Aosta, Mediterranean	.....	.....	.....	275	.....	.....	.....	.....	100	1000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Italia, Mediterranean	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Taormina, Mediterranean	.....	.....	.....	375	.....	.....	.....	.....	125	200	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Frixos, Piraeus	25	.....	.....	.....	.....	.....	.....	.....	125	200	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Total	28933	7894	400	20006	71	49	175	22424	19808	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

**EGGS.**—Bermuda, 960 doz.; British West Indies, 30 doz.; England, 286,940 doz.; Panama, 3,000 doz.; Scotland, 57,000 doz.; Venezuela, 450 doz.

**CHEESE.**—Bermuda, 1,379 lbs.; Brazil, 101 lbs.; British West Indies, 1,284 lbs.; Colombia, 197 lbs.; Costa Rica, 1,434 lbs.; Cuba, 30,266 lbs.; Danish West Indies, 577 lbs.; Dutch West Indies, 85 lbs.; England, 131,857 lbs.; French West Indies, 411 lbs.; German Africa, 15 lbs.; Guatemala, 460 lbs.; Haiti, 3,458 lbs.; Jamaica, 3,355 lbs.; Liberia, 25 lbs.; Mexico, 141 lbs.; Norway, 4,295 lbs.; Panama, 4,411 lbs.; Peru, 908 lbs.; Salvador, 48 lbs.; San Domingo, 101 lbs.; Scotland, 16,094 lbs.

#### CHICAGO TANKAGE MARKET.

(Special Report to The National Provisioner by S. R. Tomkins, of J. B. Ziegler & Company.)

Chicago, January 12.—The market opened up decidedly nervous, actual sales of high-grade packers' ground tankage being made at \$2.90 per unit of ammonia and 10c. per unit B. P. L. It is reported that a big lot of tankage, 5,000 tons, was taken at the market. Tankage stocks are fairly well cleaned up. Blood is accumulating and sales were made at \$3.05, Chicago basis, showing a decline. Steam tanks for prompt shipment are selling at \$21.50; stocks low, demand good, advance about \$1 per ton. Jaws, skulls and knuckles, high-grade packers' stock, are firm at \$30.50, Chicago basis.

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending Jan. 8, 1916, with comparisons:

To—	Week ending Jan. 8, 1916.	Week ending Jan. 9, 1915.	From Nov. 1, '15, to Jan. 8, 1916.
United Kingdom..	80	327	1,865
Continent .....	155	34	865
So. & Cen. Am... .	499	.....	5,769
West Indies .....	1,299	1,610	12,339
Br. No. Am. Col... .	305	673	5,245
Other countries... .	13	.....	284
Total .....	2,351	2,644	26,367

#### MEATS, LBS.

United Kingdom..	10,038,075	12,296,025	108,798,550
Continent .....	7,584,401	986,635	48,614,624
So. & Cen. Am... .	93,052	3,600	750,604
West Indies .....	444,133	170,975	2,259,859
Br. No. Am. Col... .	6,849	.....	66,374
Other countries... .	55,428	.....	292,933
Total .....	18,221,968	13,437,225	160,783,254

#### LARD, LBS.

United Kingdom..	4,337,650	15,391,990	40,474,704
Continent .....	9,311,680	2,288,390	34,738,352
So. & Cen. Am... .	1,670,085	78,200	9,276,019
West Indies .....	198,229	137,700	3,027,092
Br. No. Am. Col... .	4,068	101,076	145,892
Other countries... .	846	16,000	601,504
Total .....	15,522,558	17,963,356	89,183,563

#### RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Meats, bbls.	Lard, bbls.
New York .....	1,736	11,316,018	11,510,640
Boston .....	.....	2,812,950	809,918
Philadelphia .....	.....	95,000	.....
New Orleans .....	615	29,000	1,588,000
Galveston .....	.....	33,000	10,000
St. John, N. B. ....	.....	2,340,000	323,000
Portland, Me. ....	1,597,000	.....	1,283,000
Total week .....	2,351	18,221,968	15,522,558
Previous week .....	1,824	15,067,537	9,299,775
Two weeks ago .....	1,630	11,231,330	7,870,450
Cor. week last y'r .....	2,644	13,437,225	17,963,356

#### COMPARATIVE SUMMARY OF EXPORTS.

From Nov. 1, '15, to Jan. 8, '16.
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# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—A large business was put through in the local tallow market and values have risen to the highest level in two decades. Soap makers have been heavy buyers on the basis of 9c. for City Specials. Outside markets, especially at the West have been very strong, and interests here who had tallow for sale found no difficulty in disposing of round lots.

There have been rumors of export business, but these could not be run down. Authorities agree that occasional bids are received, but the abnormal freight situation is against an international trade of importance. At the same time the foreign oil and grease markets continue very strong. The last auction sale at London resulted in prices advancing 2s. 6d. on takings of 650 casks; these representing the total quantity offered.

The sentiment in the tallow trade is still rather bullish, although it is felt that the level is extremely high and that buyers will be cautious, also that there is not apt to be important speculative buying for those in or out of the trade. Less is heard of the glycerine feature; this by-product ranges from 50 to 55c. against a high level of about 65c. It is not denied that the soap industry is exceeding prosperous in reflection of the great activity at virtually all industrial centers.

Prime City Tallow is quoted at 8c. nom. and City Specials at 9c. loose.

**OLEO STEARINE.**—The market is a trifle firmer at 9½c. It has been pointed out that oleo stearine is only a trifle higher than tallow although at times the premium has been 10c. a lb. Likewise the comparatively low price of 9½c. for low grade oleo oil has attracted a great deal of attention.

**OLEO OIL.**—The market is very quiet with the tone firm. Extras are quoted at 13c., and No. 2 at 10c.

SEE PAGE 29 FOR LATER MARKETS.

**COCOANUT OIL.**—Values are held very firmly for all grades. Demand is not heavy but supplies are steadily absorbed and the offerings for shipment are limited. Cochin, 15@16c. in pipes; and 15@16c. in hds.; ar-rival, —; Ceylon, 13½@14c.

**PALM OIL.**—The market is very firm for all grades. Supplies are moderate and the strength in other oils and limited offerings from abroad have brought a general advance. Prime red, spot, 9@9½; to arrive, —;

Lagos, spot, 10@10½c.; to arrive, —; palm kernel, 12c.; shipments, —.

**NEATSFOOT OIL.**—Prices continue very steady with light trade. For 20 cold test, 94@96c.; 30 do., 88c.; water white, 80@82c.; pure, 68@70c.; low grade off yellow, 63@65c.

**CORN OIL.**—Values were again advanced this week with demand of good proportions. Sellers continue to be influenced by the strength in competing oils. Prices quoted at \$8.10 in car lots.

**SOYA BEAN OIL.**—The market was strong and again higher. The advance in linseed oil, firmness in corn oil and moderate offerings from the Far East tend to make a very firm situation. Spot is quoted at 8@8½c.

**GREASES.**—Prices have been very firm during the week with a hardening in asking prices. The strength in other fats continues to advance values. Quotations are nominal, as follows: Yellow, 7½@8c. nom.; bone, 7½@8c. nom.; 7½@8c. nom.

### FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign beef into the port of New York during the past week totaled nothing, compared to 38,123 quarters last week and nothing two weeks ago. Mutton imports totaled nothing, compared to 8,779 sheep and 26,700 lambs last week. The arrivals included 4,447 bags and 2,716,918 lbs. of bones, 1,925 bags of tankage and 215 casks of tallow, all from South America.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to January 14, 1916, show that exports from that country were as follows: To England, 83,958 quarters; to the Continent, 60,978 quarters; to the United States, 25,152 quarters. The previous week's exports were as follows: To England, 101,466 quarters; to the Continent, 13,178 quarters; to the United States, none.

### IMPORTS OF FRESH BEEF.

For the week ending January 7, 1916, the Government reports imports of fresh beef at the port of New York amounting to 19,900 pounds, the average value according to estimates from the manifests being 10¾ cents per pound. The previous week's imports totaled 2,205,080 pounds and averaged 11 cents per pound.

### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, January 13.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

**Regular Hams.**—Green, 8@10 lbs. ave., 13½c.; 10@12 lbs. ave., 13½c.; 12@14 lbs. ave., 13½c.; 14@16 lbs. ave., 13½c.; 18@20 lbs. ave., 14½c. Sweet pickled, 8@10 lbs. ave., 13½c.; 10@12 lbs. ave., 13½c.; 12@14 lbs. ave., 13½c.; 14@16 lbs. ave., 14c.; 18@20 lbs. ave., 15½c.

**Skinned Hams.**—Green, 14@16 lbs. ave., 15½c.; 16@18 lbs. ave., 15½c.; 18@20 lbs. ave., 15½c.; 22@24 lbs. ave., 14½c. Sweet pickled, 14@16 lbs. ave., 16c.; 16@18 lbs. ave., 15½c.; 18@20 lbs. ave., 15½c.; 22@24 lbs. ave., 15½c.

**Picnic Hams.**—Green, 5@6 lbs. ave., 9½c.; 6@8 lbs. ave., 9½c.; 8@10 lbs. ave., 9c.; 10@12 lbs. ave., 8½c. Sweet pickled, 5@6 lbs. ave., 9½c.; 6@8 lbs. ave., 9½c.; 8@10 lbs. ave., 9c.; 10@12 lbs. ave., 8½c.

**Clear Bellies.**—Green, 6@8 lbs. ave., 13½c.; 8@10 lbs. ave., 13½c.; 10@12 lbs. ave., 13½c.; 12@14 lbs. ave., 13½c.; 14@16 lbs. ave., 13½c. Sweet pickled, 6@8 lbs. ave., 12½c.; 8@10 lbs. ave., 12½c.; 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 12½c.; 14@16 lbs. ave., 12½c.

### PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, January 13.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 14@15½c.; green hams, 8@10 lbs. ave., 13@14c.; 10@12 lbs. ave., 13c.; 12@14 lbs. ave., 13½c.; 18@20 lbs. ave., 14½c.; green clear bellies, 6@10 lbs. ave., 12c.; 10@12 lbs. ave., 12c.; 12@14 lbs. ave., 12c.; green rib bellies, 10@12 lbs. ave., 11½c.; 12@14 lbs. ave., 11½c.; S. P. clear bellies, 6@10 lbs. ave., 11½c.; 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 12c.; S. P. rib bellies, 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 12c.; S. P. hams, 8@10 lbs. ave., 14c.; 10@12 lbs. ave., 14c.; 18@20 lbs. ave., 17c.; city steam lard, 10½c.; city dressed hogs, 10½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 12½@13c.; 10@12 lbs. ave., 12@12½c.; 12@14 lbs. ave., 11@11½c.; 14@16 lbs. ave., 10@10½c.; skinned shoulders, 10½@11c.; Boston butts, 12@12½c.; boneless butts, 13½@14c.; neck ribs, 3c.; spareribs, 9@10c.; lean trimmings, 12c.; regular trimmings, 8c.; kidneys, 5c.; tails, 6c.; livers, 2c.; snouts, 4½c.; pig tongues, 10c.

**Green Olive Oil Foots**  
SUPERIOR QUALITY  
**AND ALL OTHER SOAP MATERIALS**

**WELCH, HOLME & CLARK CO.**  
383 West St., New York

January 15, 1916.

## COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending January 13, 1916, and for the period since September 1, 1915, were:

	Week ending Jan. 13, 1916.	Since Sept. 1, 1915.	Bbls. Bbls.
From New York—			
Africa	137	3,144	
Algiers, Algeria	—	660	
Algoa Bay, Cape Colony	—	24	
Auckland, N. Z.	—	238	
Australia	48	513	
Barbados, W. I.	—	796	
Barranquilla, Colombia	—	4	
Bergen, Norway	100	1,950	
Bermuda	1	452	
Bordeaux, France	—	1,155	
Brazil	—	568	
Buenaventura, Colombia	—	29	
Buenos Aires, A. R.	—	1,010	
Caibarien, Cuba	—	14	
Calcutta, India	—	5	
Cape Haitien, Haiti	7	81	
Cape Town, Africa	—	561	
Cartagena, Colombia	—	7	
Central America	16	262	
Cette, France	—	900	
Christiania, Norway	—	200	
Colon, Panama	—	1,246	
Columbia, Br. Columbia	—	95	
Copenhagen, Denmark	—	12,900	
Cristobal, Panama	—	38	
Cuba	56	1,431	
Curacao, Leeward Islands	—	14	
Demerara, Br. Guiana	—	258	
Genoa, Italy	—	7,113	
Georgetown, Br. Guiana	—	47	
Glasgow, Scotland	—	850	
Guatemala, C. A.	—	3	
Halifax, N. S.	—	30	
Havana, Cuba	—	548	
Havre, France	—	8,905	
Hull, England	—	100	
Kingston, W. I.	—	790	
Kobe, Japan	—	133	
La Guaira, Venezuela	—	5	
Liverpool, England	100	1,575	
London, England	—	1,000	
Lyttleton, N. Z.	—	15	
Macoris, S. D.	—	47	
Manchester, England	—	4,700	
Marseilles, France	—	2,000	
Matanzas, W. I.	—	126	
Melbourne, Australia	—	85	
Mexico	—	351	
Monte Cristi, San Dom.	—	436	
Montevideo, Uruguay	—	5,041	
Naples, Italy	—	375	
Nassau, Bahamas	—	2	
Nipe, Cuba	—	57	
Oran, Algeria	—	2,625	
Para, Brazil	—	24	
Paramaribo, Dutch Guiana	—	183	
Pernambuco, Brazil	—	214	
Piraeus, Greece	—	1,345	
Port au Prince, W. I.	—	3	
Port Barrios, C. A.	—	22	
Port Limon, C. R.	—	145	
Port Maria, W. I.	—	17	
Port of Spain, W. I.	—	28	
Progreso, Mexico	—	81	
Puerto, Mexico	—	47	
Puerto Plata, S. D.	—	89	
Rio de Janeiro, Brazil	—	214	
Rotterdam, Holland	—	25,168	
St. Johns, N. F.	—	110	
St. Thomas, W. I.	—	495	
Sanchez, San Dom.	—	293	
San Domingo, S. D.	17	693	
Santiago, Cuba	—	429	
Santos, Brazil	—	1,245	
South American ports	1,581	12,908	
Sydney, Australia	—	101	
Tampico, Mexico	—	65	
Trinidad, Island of	—	326	
Valparaiso, Chile	—	1,170	
Vera Cruz, Mexico	—	293	
West Indies	230	2,896	
Total	5,350	159,027	
From New Orleans	—	24,620	
Christiansia, Norway	—	2,000	
Copenhagen, Denmark	—	1,000	
Frontera, Mexico	—	79	

Genoa, Italy	25	25	
Gothenberg, Sweden	—	11,750	
Havana, Cuba	50	1,000	
Havre, France	—	100	
Liverpool, England	—	2,550	
Manchester, England	—	250	
Marseilles, France	—	2,399	
Progreso, Mexico	—	150	
Rotterdam, Holland	—	3,000	
Tampico, Mexico	—	150	
Vera Cruz, Mexico	—	932	
Total	1,075	49,005	
From Galveston—			
Havana, Cuba	—	415	
Vera Cruz, Mexico	—	1,659	
Total	—	2,074	
From Baltimore—			
Liverpool, England	—	108	
Total	—	108	
From Norfolk and Newport News—			
Glasgow, Scotland	—	728	
Liverpool, England	—	491	
Total	—	1,219	
From Mobile—			
Buenos Aires, A. R.	—	685	
Total	—	685	
From all other ports—			
Canada	—	11,273	
Total	—	11,273	
Week Since Same ending Sept. 1, period, Jan. 13, 1915, 1914.			
Recapitulation—	Bbls.	Bbls.	Bbls.
From New York	5,350	159,027	196,001
From New Orleans	1,075	49,005	19,055
From Galveston	—	2,074	1,925
From Baltimore	—	340	2,269
From Philadelphia	—	98	—
From Savannah	—	—	10,536
From Norfolk and Newport News	—	1,219	10,128
From Boston	—	1	—
From San Francisco	—	77	84
From Mobile	—	685	1,900
From all other ports	—	11,273	15,856
Total	6,425	223,799	257,754

## COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspergen & Co.)

New York, January 13, 1916.—The market since our last report was extremely active, both as to volume of trading and fluctuations. From the closing prices of December 30 advances of some 40 to 50 points were scored. Reactions occurred from time to time, but were only short-lived. Considering the actions of the various markets which usually effect the price of cotton oil, the advances scored are disappointing.

The quotations of the various competing oil and fat markets on December 30 were as follows: Hull refined cotton oil, 46s.; London linseed oil, 40s. 9d.; Hull soya bean oil, 40s.; tallow at New York, 8c.; May lard in Chicago, \$9.85; Southeast crude cottonseed oil, \$7.33.

Today's quotations were as follows: Hull refined cottonseed oil, 50s.; London linseed oil, 45s. 6d.; Hull soya bean oil, 42s. 6d.; tallow at New York, 9½c.; May lard at Chicago, \$11. The advances scored in all of the foregoing articles exceed the advances scored in the New York refined oil market. This was probably due to the heavy unloading of "long" oil, which tended to hold the advance in check.

As stated in our last review, the demand from Europe was only restricted to the available freight room obtainable, freight rates being only a secondary consideration. Sales,

however, were reported as being fairly heavy in this direction. The domestic trade during the early part of the interval was heavy, then subsided. The past few days inquiries were again reported as of fair proportions.

The crude markets were only spasmodically active. The mills invariably are holding for 8c. At the close of the week the market looks strong. In fact, based on the various competing markets, the market should continue to do better.

Close	Dec. 30.	High.	Low.	Close	Jan. 13.
Jan.	\$8.54 a	\$8.63 b	\$9.05	\$8.58	\$8.95 a
Mar.	8.54 a	8.56 b	9.05	8.57	9.03 a
May	8.63 a	8.65 b	9.10	8.68	9.07 a
July	8.75 a	8.76 b	9.16	8.77	9.15 a
Aug.	8.79 a	8.83 b	9.20	8.86	9.18 a

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, January 14.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74@76 per cent. caustic soda, 4½c. per lb., basis 60 per cent.; 60 per cent. caustic soda, 5c. per lb.; 98 per cent. powdered caustic soda in bbls., 6c. per lb.; 48 per cent. carbonate of soda, 4c. per lb.; talc, 1¼@1½c. per lb.; 58 per cent. soda ash, 3¾@4c. per lb., basis 48 per cent.; silex, \$15@20 ton of 2,000 lbs.; chloride of lime, in casks, 15c. per lb., in bbls., 18c. per lb.

Prime palm oil, 9½c. per lb.; clarified palm oil, in bbls., 10c. per lb.; genuine Lagos palm oil in casks, 10½c. per lb.; palm kernel oil, 12c. per lb.; yellow olive oil, 92c. per gal.; green olive oil, 93c. per gal.; green olive oil foots, 9½@10c. per lb.; Ceylon cocoanut oil, 14c. per lb.; Cochin cocoanut oil, 15@16c. per lb.; cottonseed oil, 10c. per lb.; soya bean oil, 8@8½c. per lb.; prime city tallow, 8c. per lb.; corn oil, 8.10c. per lb.

House grease, 7½@7¾c. per lb.; oleo stearine, 9½@10c. per lb.; brown grease, 7@7½c. per lb.; yellow packers' grease, 7½@7½c. per lb.

Dynamite glycerine, 50@55c. per lb.; saponified glycerine, 45c. per lb.; crude soap lye glycerine, 36c. per lb.

## SOUTHERN MARKETS

Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., January 13, 1916.—Crude cottonseed oil, 50c. bid; no sales reported; mills asking 60c. Meal and hulls market quiet and firm, prices unchanged.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., January 13, 1916.—Crude cottonseed oil, 50@60c. Meal in very poor demand at \$32@33, f. o. b. mills. Hulls, \$14, loose.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., January 13, 1916.—Prime crude cottonseed oil strong at 60c. Prime 8 per cent. meal, \$33.50@34. Prime 7½ per cent. meal, \$31.50@32. Hulls lower, \$11, loose.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., January 13, 1916.—Prime crude cottonseed oil, 58c. bid, 59c. asked. Majority of the oil mills are holding for 60c., which may lead to an early reaction. Prime meal, 8 per cent., firm at \$34 per short ton; 7½ per cent. meal, \$33; 7 per cent. meal, \$32; all short ton, New Orleans. No export inquiry for cake. Loose hulls, \$11.50; sacked, \$14.50, here.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., January 13, 1916.—Prime crude cottonseed oil market quiet; some oil selling at 58½c. for January. Prime cake, \$27.50, f. o. b. mills.

# COTTONSEED OIL

## WEEKLY REVIEW

**THE NATIONAL PROVISIONER** is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

New High Levels Again—Crude Oil Keeps Strong—Sixty Cent Level Sighted—Great Strength of Competing Products—Export Demand for Oil Fair—Rumored Trade With Germany — Speculative Interests Mainly Bullish.

Additional strengthening features in the cotton oil market came to light during the last week. Chief among these was the decided strength of some of the competing products. In this respect the advance in the local tallow market to the 9c. basis attracted a great deal of attention. Prices of 9c. for tallow mean that soap makers can continue to utilize cotton oil despite oil's comparatively high price.

Those who are bearish on cotton oil, and there are not many, base their views principally on the price level. Nobody seriously contends that a normal carry over is foreshadowed for the end of this season. It is merely said that speculative interests have overdone the bull side of the list, but in answer, it might be stated that at various intervals, the past week being no exception, speculative holders have unloaded and without unduly depressing the market.

Distribution of cotton oil is undoubtedly liberal when the relatively short supply is

considered. There does not seem to be an accumulation of importance at any point. Mills at the South are independent now after having sold extensively of their surplus. The private reports are that the remaining unsold oil at the South is held by rather strong people and they have really seen their 60c. crude oil ideas materialized. If previous experiences count, there will be no violent outpouring of oil at the high basis, even though it is realized that sooner or later the market must strike a top.

The theories of price inflation this year are now being expounded with greater vigor. It is pointed out that cotton oil sold well over 10c. basis in the summer of the 1910 season as an outgrowth of the inadequate supplies. The inference is that with insufficient supplies promised earlier this year, higher prices should be witnessed, especially as in various commodities the war in Europe and its manifold effects have resulted in prices going far ahead of those seemingly warranted by supply and demand calculations.

This is partly illustrated in the wheat market. Enormous quantities of grain have been available, yet values have risen to very high levels. More intimately, is the cotton situation. Authorities figure that there are close to 9,000,000 bales of cotton at Southern points, a quantity greatly in excess of a normal amount, yet the price is held. Of course, much of this cotton may have already been sold and a great deal is strongly held, but the sentiment is that in war times

especially with a peace possibility, cotton is worth the money and such expressions of sentiment continue to exert influence in various circles.

The export demand for cotton oil is quite satisfactory although the freight rates ranging from \$5.50 a bbl. to higher than \$7 a bbl. checked business. Not alone are the rates high, but the room is scarce even when exporters are not adverse to paying the extraordinarily high freight rates. A report has been current that cotton seed oil products have found their way into Germany the past several weeks, and while it is naturally impossible to obtain definite information as to this, there has been good grounds for the suspicion based on the unusually large importations by some of the small European countries and the veritable confessions of Great Britain.

Domestic demand for cotton oil has been moderate. The upturn in lard has had a stimulating influence; then again an occasional new channel has been opened by automobile and mining interests. While distribution among such interests is not important, it merely emphasizes the constantly expanding usages to which cotton oil is being placed. Tenders on January contracts in the local market have been of negligible volume, but it is understood that prominent soap people have taken over large amounts of loose oil.

Saturday, January 8, 1916.—Spot, \$8.75@9.50; January, \$8.80@8.85; February, \$8.79@8.81; March, \$8.81@8.83; April, \$8.82@8.85;

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San Francisco, 1894.  
Atlanta, 1895.  
Paris, 1900. Buffalo, 1901.  
Charleston, S. C., 1902.  
St. Louis, 1904.

**KENTUCKY REFINERY  
COMPANY**  
**Cotton Seed Oil**  
**LOUISVILLE, KY.**

May, \$8.88@8.89; June, \$8.90@8.92; July, \$8.95@8.96; August, \$8.99@9.01. Futures closed 6 to 12 advance. Sales were: March, 1,400, \$8.82@8.74; May, 4,300, \$8.88@8.84; July, 2,100, \$8.97@8.94; August, 2,900, \$9.00@8.99. Total sales, 10,700 bbls. Good off, \$8.50@8.90; off, \$8.50@8.90; reddish off, \$8.30@8.90; winter, \$9.00@9.50; summer, \$9.00@9.50; prime crude, S. E., \$7.60@7.67; Valley, nom.; Texas, nom.

Monday, January 10, 1916.—Spot, \$8.80; January, \$8.82@8.90; February, \$8.75@8.90; March, \$8.80@8.83; April, \$8.81@8.85; May, \$8.88@8.89; June, \$8.90@8.93; July, \$8.97@8.99; August, \$9.00@9.02. Futures closed 2 advance to 4 decline. Sales were: January, 300, \$8.90; March, 3,100, \$8.86@8.82; May, 4,300, \$8.93@8.89; June, 500, \$8.95; July, 5,200, \$9.05@9.00; August, 1,200, \$9.08@9.01. Total sales, 14,600 bbls.

Tuesday, January 11, 1916.—Spot, \$8.85; January, \$8.89@8.90; February, \$8.86@8.90; March, \$8.86@8.87; April, \$8.88@8.91; May, \$8.92@8.93; June, \$8.95@8.96; July, \$9.01@9.02; August, \$9.05@9.08. Futures closed 4 to 11 advance. Sales were: January, 100, \$8.80; March, 2,900, \$8.87@8.83; April, 1,100, \$8.87@8.86; May, 5,600, \$8.94@8.88; July, 7,300, \$9.02@8.90; August, 1,000, \$9.06@9.03. Total sales, 17,900 bbls. Good off, \$8.50@8.90; off, \$8.40@8.90; reddish off, \$8.30@8.90; winter, \$9.00@10.00; summer, \$9.00@10.00; prime crude, S. E., \$7.73 sales; Valley, nom.; Texas, nom.

Wednesday, January 12, 1916.—Spot, \$8.93; January, \$8.94@8.95; February, \$8.89@8.90; March, \$8.89@8.90; April, \$8.90@8.93; May, \$8.94@8.95; June, \$8.96@8.99; July, \$9.03@9.04; August, \$9.06@9.09. Futures closed 1 to 5 advance. Sales were: January, 1,000, \$8.95@8.93; February, 100, \$8.90; March, 9,000, \$8.92@8.88; April, 100, \$8.91; May, 6,800, \$8.96@8.93; June, 100, \$9.00; July, 8,800, \$9.06@9.03; August, 660, \$9.10@9.07. Total sales, 26,500 bbls. Good off, \$8.75@9.00; off, \$8.65@8.95; reddish off, \$8.50@8.95; winter, \$9.00@10.00; summer, \$9.00@10.00; prime crude, S. E., \$7.80@7.87; Valley, nom.; Texas, nom.

Thursday, January 13, 1916.—Spot, \$8.90; January, \$8.95@9.15; February, \$9.00@9.06; March, \$9.03@9.04; April, \$9.02@9.03; May, \$9.07@9.08; June, \$9.08@9.12; July, \$9.15@9.16; August, \$9.18@9.20. Futures closed 1 to 14 higher. Sales were: March, 4,700 \$9.06@8.96; April, 300, \$9.03@9.00; May, 8,800, \$9.10@9.00; June, 600, \$9.07@9.02; July, 10,500, \$9.16@9.08; August, 3,000, \$9.20@9.15. Total sales, 27,900. Good off, \$8.75; off, \$8.65; reddish off, \$8.50; winter, \$9.00; summer, \$9.00; prime crude, S. E., \$7.87 sales.

SEE PAGE 29 FOR LATER MARKETS.

**EXPORTS OF COTTONSEED OIL.**

According to the figures issued by the Bureau of Statistics at Washington, exports of cottonseed oil for the first three months of the present season are given as follows, compared to a year ago:

	1915.	1914.
	Bbls.	Bbls.
September .....	56,618	25,473
October .....	50,250	41,226
November .....	50,895	71,212
Total, 3 months.....	157,772	137,911

**THE PICARD-LAW COMPANY**  
**Expert Cotton Seed Products Chemists**

Magnificently-equipped laboratories covering 5,500 square feet of floor space.

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WILMINGTON, N. C.

**BOLL WEEVIL AND EARLY PLANTING.**

Carrying on his campaign against the advice of the Federal Department of Agriculture to cotton planters to avoid boll weevil damage by early planting, President J. W. Vogler, of the Louisiana Cotton Seed Crushers' Association, charges that the early planting of cotton has caused the South a loss of not less than \$750,000,000. In an affidavit he recently made on this subject, President Vogler on oath deposes and says:

First.—That fully 75 per cent. of all the damage to the cotton growing industry and the industries depending on cotton caused by the boll weevil amounting to over one billion dollars or not less than seven hundred and fifty million dollars is, based on his own practical experiments extending over a period of over ten years, the experiments of experts and thousands of experiences of others, directly attributable to the *early planting* of cotton.

Second.—That the U. S. Department of Agriculture has in accordance with its published bulletins only one official test on record, that was planted reasonably late (in May) and that that test produced more cotton per acre (459 pounds of lint cotton) than any other test it has on record, no matter when it was planted.

Third.—That it is a matter of record that *early planting reduced* Louisiana's cotton crop from 1,089,526 bales in 1904 to 253,412 bales in 1909, causing a loss to Louisiana for 1909 of 836,114 bales worth, at 10 cents, \$41,805,700; and that *late planting*, for the first time advocated by the Department of Agriculture of Alabama in its bulletin No. 60 in 1914, increased Alabama's cotton crop from 1,024,350 bales in 1909 to 1,751,375 bales in 1914, causing an increase of Alabama's crop in 1914 of 727,025 bales worth, at 10 cents, \$36,351,250, positively demonstrating the fact, that *early planting reduced* Louisiana's cotton crop from 100 per cent. in 1904 to 23% per cent. in 1909, while *late planting increased* Alabama's cotton crop from 100 per cent. in 1909 to 170 per cent. in 1914.

Fourth.—That these results are perfectly natural and based on the most exhaustive experiments and observations on the life habits of the boll weevil, as published by State and United States authorities, which prove conclusively that March 1 planting keeps approximately 1,291 overwintered boll weevils alive, while May 15 planting keeps approximately only 13 overwintered boll weevils alive. That the 13 weevils kept alive by late plant-

ing propagate up to September 15 into 26,586 weevils, thereby causing a damage to cotton of about \$10, while the 1,291 weevils kept alive by early planting propagate up to September 15 into 107,060,531 weevils, thereby causing a damage to cotton of about \$40,863.41, so that it is quite evident that *early planting*, based on science is bound to produce 4,086 times the damage, that uniformly and universally *late planting* ever can produce in accordance with the laws of nature.

Fifth.—That he has succeeded in growing cotton by following his method of late planting without any weevil damage whatever, which fact in conjunction with his previous tests, proves beyond the question of a doubt, that late planting and not early planting is the proper procedure to follow in combating the boll-weevil.

Sixth.—That, using Dr. Seaman A. Knapp's own words, published in his advocacy of late planting of November 22, 1910, "the boll-weevil problem would be practically solved" if the early planting of cotton was prohibited by law and no cotton was permitted to be planted before May 1st to 15th, because then it would be almost impossible to have a greater number of boll-weevils on September 15th, when the crop is practically matured, than the early planting as a rule produces up to June 15th.

Seventh.—That he is craving for an opportunity to elaborate upon this subject and to furnish complete proofs for the correctness of every one of his foregoing statements to any body of cotton planters, business men, scientists and legislators or to any court in the United States, absolutely confident, that unless the early planting of cotton is prohibited by law no relief can ever be expected from the ravages of the boll-weevil.

Eighth.—That he is as determined as ever to persevere in his fight against the boll-weevil until the *early planting of cotton* will be looked upon by every man, woman and child of the South, as an everlasting monument to the inefficiency and incompetency of the Department of Agriculture of the United States.

J. W. VOGLER, President,

Louisiana Cotton Seed Crushers' Association.  
Sworn to and subscribed before me.

Baton Rouge, La., January 3, 1916.

(Signed) H. PAYNE BREAZEALE,

Notary Public.

Referring to this statement and admissions made by the Department of the truth of some of its assertions, President Vogler this week telegraphed The National Provisioner as follows:

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Refiners of All Grades of  
**COTTONSEED OIL**

Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
Jersey Butter Oil  
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Will be pleased to quote prices on all grades of Refined Cotton Seed in barrels or loose in buyers or sellers tank cars, f. o. b. refinery or delivered anywhere in this country or Europe.

Baton Rouge, La., January 11, 1916.  
 Editor The National Provisioner:

I am gratified that the Department of Agriculture in Bulletin 324, recently published, advises cotton growers in the irrigated Southwest to plant not later than early May. As May planting has never been countenanced before, and weevil damage in all sections depends upon time cotton is planted, their new teaching fully vindicates my position, and is an admission of their error and a proof of the correctness of my affidavit.

J. W. VOGLER.

THE OLEOMARGARINE TAX.

In his monthly letter to the members of the Inter-State Cotton Seed Crushers' Association this month, President J. J. Culbertson says on the subject of the oleomargarine tax and butter regulation:

You have doubtless received through the Legislative Committee of our association circulars on this subject, indicating the position that we have taken in this matter, which is becoming a live subject at Washington. Increased interest has been given by the recent annual report of the Commissioner of Internal Revenue.

The situation, as stated by the Commissioner, is about the same as previous years. Considerable sums are being expended for the prosecution of fraudulent sales of oleomargarine which the present law in its application is impossible to prevent. It does not transpire what amount of the tax that has been collected has been expended in prosecuting such suits for fraud, but in the recommendations that are made it is indicated that the present law should be amended by repealing certain provisions, and substitute a flat rate per pound and single rates for special taxes upon wholesale and retail dealers, with provision for original packages of certain sizes fixed by law, to have tax paid stamps thereon, and marks and brands so as to clearly identify the character of the product to the purchaser, and propose a flat rate of two or three cents per pound, a special tax of \$250 per annum upon wholesale and retail dealers without regard to color of the product. The estimate made on a basis of present production that the double collections would amount to from \$4,500,000 to \$7,000,000 with the continued increase in the collections from this source in proportion to the increase in the production of oleomargarine.

Just think of the proposition to tax the poor man from \$4,500,000 to \$7,000,000 every year on an article that is recognized officially through the inspection by the United States Government as a pure and wholesome food product. Seven million dollars to be wrung out of the working man of unjust tax that is absolutely indefensible and has no place on our statute books if we are to uphold the principles that

have been enunciated by the present administration. Seven million dollars to go into the coffers of the United States Treasury from the working man through legislative enactment.

The principle of placing a license tax on an individual, firm or corporation, in order to give them the privilege of selling a food product, seems to us to be a poor means of raising revenue, because such is at last paid by the purchaser, who is the first one really who should be protected.

The Treasury Department regards this whole matter as one of revenue only. The principle involved is taxing an article of daily consumption which should be as free from tax as the bread and butter that the masses consume, but the wrong that has been so long established in this iniquitous tax seems to be regarded as fixed, and the viewpoint of whether it be right or wrong is not taken into consideration.

The Dairy Trust and its friends have so far been able to keep this tax of ten cents a pound on the colored article to the present time, and if they succeed in having the bill passed that we understand they expect to initiate, which has for its purpose the prohibition of color, then we may expect the business of the manufacture of oleomargarine to be practically wiped out, because no one especially wants to buy this article when it is of a sickly pale white.

The idea that the dairy people have is that they have preempted for themselves the sole

right to use color in making June butter out of December product. If they can still further hurt the oleomargarine business and eventually wipe it out altogether, they can put the screws on the people and twist another five or ten cents a pound out of their so-called Elgin creamery butter.

It is high time that the Federal Government should take in hand the proper inspection of dairies from which material is obtained with which butter for interstate commerce is manufactured. If they did this the spreading of tubercular germs throughout the country would be much lessened, so we are informed. A number of states have sanitary inspection laws by which state dairies are properly inspected, and which has had the effect of purifying much of the contaminated butter that has heretofore been manufactured, but with no provision in the present Federal inspection laws anyone can manufacture butter containing tubercular germs and ship such in interstate commerce throughout the country.

It is generally acknowledged that some law is needed to cover this defect, and the friends of pure and wholesome butter should aid in this laudable end to bring, in fact, such to the same state of wholesomeness and freedom from germ contamination as the oleomargarine of commerce has at the present day.

Are you in need of a competent employee in some branch of your business? You can get him by using the "Wanted" column on page 48.

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**VEGETABLE OILS OF ALL KINDS**  
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 Choice Summer Yellow Odorless Cooking Oil

**Alcedo**  
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**PHOENIX**  
 COTTON OIL  
 REFINERS  
 MEMPHIS TENNESSEE  
 NOTHING BUT GOOD

**Albatros**  
 Choice Summer White Odorless Cooking Oil

**L'Oiseau**  
 Choice Winter White Odorless Cooking and SALAD OIL

January 15, 1916.

**BUTTER EVILS EXPOSED.**

(Continued from page 16.)

equality before the law for all wholesome food products, and while this bulletin concerns itself with peanut and cottonseed oil as human food, we call attention to the fact that notwithstanding the milk produced in our section of the country is from 3 per cent. to 6 per cent. richer in butter fat than that produced in any part of the United States, nevertheless our local dairymen, who cheerfully submit to rigid inspection, will never be able to compete successfully with this great flood of un-inspected, unregulated interstate commerce butter; and without some change our people will continue to be subjected to this daily danger.

**Conclusions of the Investigation.**

In view of all the foregoing facts, this Bureau concludes:

1. That Federal and State laws imposing burdensome restrictions on oleomargarine should be repealed so that, (a) those who need and desire this cheap, wholesome food may have it, in forms that please the eye and taste, and (b) the peanut and cottonseed producers may have the enlarged markets for their nutritious and sanitary products to which fair dealing entitles them.

2. That the Congress should enact a law subjecting interstate commerce butter to some adequate inspection and supervision for the protection, (a) of the consumer against disease-spreading food, and (b) of our well inspected and humane local dairymen against the unfair competition of the greedy un-inspected interstate dairymen.

3. Butter and oleomargarine are now both being put into neat cartons by the manufacturers. If both were put up under the supervision of the Government and sealed with a government stamp, which it should be unlawful for anyone to break except the consumer, extensive substitution of the one for the other would be impracticable, so disease and fraud would both be materially lessened.

4. In view of the nutritious and wholesome qualities of peanut and cottonseed oil in the various forms of human food to which they are adapted; and in view of the adaptability of our soil and climate to the cheap production in large quantities of these forms of food, the masses of our people should lay aside the prejudices which have hitherto restricted them, and should increase their daily use of these highly desirable foods, thus promoting their own health and enlarging the market for these Southern products.

**LIVESTOCK IN AGRICULTURE.**

"The Function of Livestock in Agriculture" was the subject of an article submitted for the Second Pan-American Scientific Congress at Washington, D. C., last week by George M. Rommel, Chief of the Animal Husbandry Division, Bureau of Animal Industry, U. S. Department of Agriculture. Following is an abstract of his remarks:

The animal industry is the most important branch of agriculture in the United States. Its annual production is equal in value to the annual output of cereals and the permanent investment very much greater. The annual animal production is between two and three times as valuable as the cotton crop or the hay crop, and the hay crop largely depends on the animal industry for its value.

Livestock has seven principal functions in agriculture:

1. The first and most important is the maintenance of soil fertility. The sections of the United States which are the greatest centers of crop production are also the greatest centers of livestock production. According to the Report of the Thirteenth United States Census on Agriculture (1910), of the ten States which lead in the value of animals sold and slaughtered on farms, all but two (Oklahoma and Kentucky) are among the first ten States in the value of all farm products. New York and Minnesota are among the first ten States in the value of all products. New York leads in the value of dairy products, and Minnesota has a high rank also in dairy production.

The leading cotton States are not extensive livestock raising sections, and of the ten leading cotton States only two (Oklahoma and Texas) were among the first ten States in the value of animals sold and slaughtered, and only Texas is among the first ten States in the value of all products. Surveys covering a period of years made by the Iowa State College show that the livestock farmers of the State produce much larger yields of hay and gain than do the strictly grain producing farmers.

2. The second function of livestock in agriculture is to enable the farmer to render saleable or more profitable the feedstuffs produced on the farm. Straw, coarse hay, or damaged grain can be marketed most profitably after having been fed to livestock. Many forage crops yield a much greater profit if harvested by animals than if harvested by the usual methods and marketed direct or afterwards fed to animals. On exceedingly high-priced land the feeding of continuous heavy grain rations to animals is impracticable on account of its cost. It is necessary therefore to utilize roughage to the greatest possible extent in order to make profitable the maintenance of livestock.

3. The third function of livestock in agriculture is to furnish most of the motive power used on the farm. Although mechanical traction has been developed to a remarkable extent, and will continue to be developed to do the heavier work on the farm requiring the application of movable power, no apprehension apparently need be felt that there will ever be an abandonment of horse production for agricultural purposes. It is possible, however, that the development of mechanical traction will change materially the type of horse used on the average farm.

4. The fourth function of livestock in agriculture is to serve as the principal source of income. The raising of pure-bred stock for breeding purposes; the large feeding stations; and the sheep and cattle ranges illustrate this point without further comment.

5. The fifth function of livestock in agriculture is to increase the interest in and attractiveness of farm life. A problem in our rural communities, especially in sections where the population is rapidly increasing, is to encourage young people who have been raised on the farm to make farming their vocation in life. In the United States a movement is under way which is bringing about this desired condition. The club work which is an important feature in the agricultural extension movement has for its object the fostering of an interest among the boys and girls in the work on the farm.

One of the important lines in the club

movement is the organization of poultry clubs and pig clubs by the Department of Agriculture in co-operation with the State agricultural colleges. To date there are probably 10,000 boys and girls in the pig clubs under the supervision of the Department and 5,000 in the poultry clubs.

6. The sixth function of livestock in agriculture is to improve the method, system and business organization of the farm. The successful livestock farm must be managed in a business-like, systematic and sanitary manner. If it is a farm where pure-bred animals are raised, careful attention to the keeping of records is absolutely essential in order to avoid confusion in regard to pedigrees, etc. In any case, system and organization are necessary to reduce the labor connected with the care of animals, and the most scrupulous attention to sanitation is essential in order to avoid losses from destructive diseases.

7. The seventh function of livestock in agriculture is to supply a source of meat for the family table, reducing the household expenses, and introducing variety into the diet. The farmer who obtains from his farm the principal part of the food which his family needs is in a much more independent position in the event of declining prices for agricultural products than is the farmer who buys most of the food which his family consumes. The effect of animal products on the health of human beings is emphasized by the recent discovery that the cause of pellagra is a deficiency in the diet caused by the excessive use of carbohydrate foods. To remedy this condition the use of dairy products, poultry, eggs, meat and leguminous vegetable foods is recommended.

**COLD STORAGE APPLE HOLDINGS.**

An inquiry relating to the quantity of apples in cold storage on January 1, 1916, by the Office of Markets and Rural Organization of the United States Department of Agriculture has just been completed. Inasmuch as the cold storage firms have not reported, this report is not complete and the holdings as given should not be considered as the total cold storage apple holdings.

The information received shows that there are 9.8 per cent. more apples in storage this year than were in storage January 1, 1915. However, the barreled apple holdings on the first of this month show an excess of 27.6 per cent. over those of a year ago, while the boxed apple holdings are 28.4 per cent. below those of last year. During the month of December the holdings were decreased 12.7 per cent., the barreled and boxed stock moving at the same rate as compared with the original holdings.

The correct report for December 1 indicates that there were 13.5 per cent. more apples in storage at that time than were in storage last season. On January 1 this year, there were only 9.8 per cent. more apples in storage than on January 1 last year. This indicates that the apples have moved out of the coolers faster this year than last.

Cold storage holdings of apples as reported by 348 firms on January 1, 1916, totalled 3,840,319 bbls. and 3,053,403 boxes. Holdings on January 1, 1915, were 2,029,441 bbls. and 4,001,351 boxes.

Bargains in equipment may be obtained by watching the "For Sale" department, page 48.

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, January 14.—Market steady. Western steam, \$11.10 nom.; Middle West, \$10.50@10.60; city steam, 10½@10½c.; refined Continent, \$11.35; South American, \$11.50; Brazil, kegs, \$12.50; compound, 9½@10¼c.

### Marseilles Oils.

Marseilles, January 14.—Copra fabrique, 153 fr.; copra edible, — fr.; peanut fabrique, 134 fr.; copra edible, — fr.

### Liverpool Produce Market.

Liverpool, January 14.—(By Cable.)—Beef, extra India mess, nom.; pork, prime mess, 113s.; shoulders, square, 82s.; New York, 73s.; picnic, 65s.; hams, long, 80s.; American cut, 90s. Bacon, Cumberland cut, 73s.; long clear, 82s.; short backs, 73s.; bellies, clear, 79s. Lard, spot prime, 59s. American refined, 28-lb. boxes, 62s.; May, 61s. 7½d. Lard (Hamburg), nom. Tallow, prime city, 51s. 9d.; New York City special, 54s. 6d. Cheese, Canadian finest white, new, 96s. Tallow, Austrian (at London), 50s.

### FRIDAY'S CLOSINGS.

#### Provisions.

The market was a little less active with values showing some reaction. Demand was reported less active.

#### Stearine.

The market is quiet and steady. Oleo was quoted at 9½c.

#### Tallow.

The market is very firm with supplies well held. City is quoted at 8¾c. and special at 9c.

#### Cottonseed Oil.

Trading was again active, with prices showing some reaction. Profit taking seemed to be on quite a large scale.

Market closed 5 points higher to 6 points lower. Sales, 18,200 bbls. Spot oil, \$9 bid. Crude, Southeast, sales, \$8. Closing quotations on futures: January, \$9@9.15; February, \$8.98@9.05; March, \$8.98@8.99; April, \$8.98@9.01; May, \$9.01@9.03; June, \$9.05@9.07; July, \$9.11@9.12; August, \$9.14@9.16; good off oil, \$8.95 bid; off oil, \$8.90 bid; red off oil, \$8.85 bid; winter oil, \$9 bid; summer white oil, \$9 bid.

### FRIDAY'S LIVESTOCK MARKETS.

Chicago, January 14.—Hog market practically nothing doing, prospects weak. Bulk of prices, \$7.05@7.45; light, \$7@7.45; mixed, \$7.05@7.60; heavy, \$7.05@7.60; rough heavy, \$7.05@7.15; Yorkers, \$7.15@7.30; pigs, \$5.85@6.90; cattle prospects strong; heifers, \$6.50@8.90; cows and heifers, \$3.30@8.50; Texas steers, \$6.40@7.70. Western, \$6.60@8.30. Sheep market weak; sheep, native, \$7.10@7.75; yearlings, \$8@9.50; lambs, \$8.40@10.65; Western, \$8.50@10.85.

Kansas City, January 14.—Hogs strong, at \$6.50@7.25.

South Omaha, January 14.—Hogs higher, at \$6.75@7.15.

Buffalo, January 14.—Hogs higher; on sale, 8,000, at \$7.75@7.80.

St. Louis, January 14.—Hogs steady, at \$7.20@7.55.

## THE NATIONAL PROVISIONER.

### RECEIPTS AT CENTERS

SATURDAY, JANUARY 8, 1916.

	Cattle.	Hogs.	Sheep.
Chicago	400	37,000	1,000
Kansas City	100	2,000	500
Omaha	200	12,000	100
St. Louis	400	10,000	100
St. Joseph	100	10,000	
Sioux City	200	8,000	300
St. Paul	300	5,000	6,000
Oklahoma City	50	1,100	125
Fort Worth	500	1,200	
Milwaukee		6,203	
Denver	600	500	
Louisville	250	2,686	50
Detroit		900	
Cudahy		3,000	
Wichita		2,178	
Indianapolis	250	12,000	100
Pittsburgh		5,000	500
Cincinnati	200	5,700	200
Buffalo	100	6,500	2,400
Cleveland	120	2,000	2,000
New York	212	1,434	1,984
Toronto, Canada	14		8

MONDAY, JANUARY 10, 1916.

Chicago	22,000	55,000	25,000
Kansas City	14,000	14,000	13,000
Omaha	10,000	12,000	19,000
St. Louis	6,800	22,000	2,700
St. Joseph	2,500	9,000	6,000
Sioux City	5,500	11,000	300
St. Paul	2,700	44,000	6,300
Oklahoma City	300	1,500	1,800
Fort Worth	2,200	3,500	
Milwaukee	25	2,159	
Denver	2,000	2,500	11,000
Louisville		8,000	
Detroit		1,200	
Cudahy		7,000	
Wichita		411	
Indianapolis	600	6,000	
Pittsburgh		20,000	6,500
Cincinnati	2,200	7,300	200
Buffalo		3,000	8,000
Cleveland	2,000	9,000	6,000
New York	3,807	8,025	8,340
Toronto, Canada	1,445	230	476

TUESDAY, JANUARY 11, 1916.

Chicago	5,000	28,000	20,000
Kansas City	10,000	20,000	7,000
Omaha	6,800	17,000	10,000
St. Louis	4,500	16,000	2,100
St. Joseph	1,800	11,000	2,100
Sioux City	3,500	14,000	1,500
St. Paul	2,400	15,400	100
Oklahoma City	500	2,400	600
Fort Worth	2,500	2,500	800
Milwaukee	700	6,694	200
Denver	2,300	4,000	300
Louisville	300	712	50
Detroit		2,100	
Cudahy		12,000	
Wichita	1,050	10,000	150
Indianapolis		6,000	1,000
Pittsburgh	200	3,776	100
Cincinnati	500	15,200	2,000
Buffalo	200	2,000	2,000
New York	946	10,472	4,437
Toronto, Canada	516	679	225

WEDNESDAY, JANUARY 12, 1916.

Chicago	18,000	47,000	22,000
Kansas City	5,000	12,000	11,000
Omaha	4,800	13,000	5,000
St. Louis	3,800	16,000	2,400
St. Joseph	1,800	10,000	1,500
Sioux City	2,000	9,000	500
St. Paul	2,500	11,700	1,000
Oklahoma City	500	1,500	
Fort Worth	4,700	3,500	300
Milwaukee	250	17,194	
Denver	400	300	200
Louisville	100	2,000	
Detroit		4,100	
Cudahy		3,000	
Wichita	1,100	12,000	
Indianapolis		6,000	1,000
Pittsburgh	400	3,828	100
Cincinnati	100	7,200	2,400
Buffalo	200	2,000	3,200
New York	1,872	16,580	3,637

THURSDAY, JANUARY 13, 1916.

Chicago	5,000	34,000	10,000
Kansas City	2,000	5,000	3,000
Omaha		5,000	
St. Louis	3,000	7,500	1,200
St. Joseph	700	6,000	2,000
Sioux City		1,000	
St. Paul		4,500	
Oklahoma City	650	1,300	100
Fort Worth	2,250	3,250	
Milwaukee		3,738	
Louisville		2,000	
Detroit		5,000	
Cudahy		4,000	
Wichita		3,321	
Indianapolis		9,000	
Pittsburgh		4,500	300
Cincinnati	600	5,700	100
Buffalo	100	7,500	2,000
Cleveland		2,000	
New York	816	2,173	4,080

FRIDAY, JANUARY 14, 1916.

Chicago	2,000	25,000	8,000
Kansas City	1,000	5,000	5,000
Omaha	3,600	9,000	9,500
St. Louis	1,200	9,500	1,800
St. Joseph	300	4,500	4,000
Sioux City	1,000	3,500	
Fort Worth	1,800	2,000	
St. Paul	1,000	7,000	7,400
Oklahoma City	500	1,000	

January 15, 1916.

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

The situation in South American hides has an important bearing upon the domestic hide markets. If the ships are withdrawn, as threatened, the imports of South American hides will stop.

### Chicago.

**PACKER HIDES.**—The hide markets experienced a reversal of sentiment toward the close of this period. The transportation situation as applied to South American trade is the disturbing factor. If boats should be withdrawn from service between North and South America, packers look for a soaring hide market and they are talking strong prices for hides owing to the uncertainty of the situation. Movement of hides within the period under review was of moderate proportions. Prices were low in some selections and on a higher plane in others. Two packers are sold out to the first of the year on all lines and another has very limited stocks in salt unmoved. The other two killers have moderate stocks, as they have been moving goods when prices suited, instanced by the movement of 18,000 heavy Texas steers at  $\frac{1}{2}$ c. appreciation from the low point of the year. Sole leather tanners bought as many hides as they could at the low rates and only paid the higher rates when there was a possibility of South American importations being curtailed. Tanners who use the native hides are not so keen for goods. Native steers moved early in the week at  $22\frac{1}{2}$ c. for 2,500 November and December hides. This is the former low rate recently paid. Unsold packers now demand 23c. for further business owing to the stiffening influence of the transportation problem. A car of August, September and October extreme light native steers went at 22c. Unsold stocks of native steers are moderate and generally confined among two killers. Heavy Texas steers went at the low rate of  $19\frac{1}{2}$ c. involving 18,000 November and December slaughter. Prior business was at 19c. Unsold stocks now are small. No underweights were moved. These are quoted at the last sale rate of  $19\frac{1}{2}$ c. Butt branded steers went at 19c., an advance of  $\frac{1}{2}$ c. for 4,500 November and December kill. Later it was said a car of especially light average bulls sold at 20c. Killers have few for sale and usually ask  $19\frac{1}{2}$ c. for them. Colorado steers went at  $18\frac{1}{2}$ c. for one car of October kill. This registers an advance of  $\frac{1}{2}$ c. from prior movement. Stocks are small as recent heavy business cleared out surplus holdings. Killers are inclined to talk  $19@19\frac{1}{2}$ c. for further movement. Branded cows did not sell.

These last moved at  $19\frac{1}{2}$ c. for slaughter to the end of the year. January stock is quoted at  $19\frac{1}{2}@20$ c. asked. Heavy native cows sold early in the week at 21c. for 3,000 November and December kill. This is the same as previously paid. Some killers say they have since refused bids at 21c. and demand  $21\frac{1}{2}$ c. for further business. Stocks are moderate but the kill is larger now. Light native cows did not move. Last trades were at 21c. for Novembers and 20c. for Decembers. There is no grubbing allowed on Decembers. Killers think January stock should bring  $21\frac{1}{2}$ c. owing to grubbing being operative on that salting and also to the improved tone to other grades of hides. Native bulls are quiet and quoted at 19c. asked by the only killer with December hides unsold. No talks are going around on January take-off. Branded bulls are quiet at  $16@17$ c. nominal; outside is asked for Ft. Worth light average stock and inside is nominal market for northern points of slaughter. Stocks are moderate.

**Later.**—Packer market holds steady, but quiet. Packers continue to ask strong rates. Tanners are refusing to follow the market further.

**COUNTRY HIDES.**—Prices of country hides continue to settle. Trade is not brisk and tanners who are in the market want continual reductions. The quality of country hides is gradually becoming poorer and most sellers seem in a position to welcome a lowering of values. This is true except in the country sections, where collectors are fighting hard for full figures on their stocks on hand. Trading was of moderate proportions. As a general thing only one big buyer was actively interested in all offerings. A few leather manufacturers picked around and took hides guaranteed suitable for their purposes. Heavy steers were not moved. These are quoted at no premium over buffs. Nominal market for straight run of hides is considered at  $17@17\frac{1}{2}$ c. Heavy cows were included with buff weights in a couple of sales. One lot of one car of 45 lbs. up hides went at  $17\frac{1}{4}$ c. and another car of 50 lb. up hides brought only 17c. This weight hide is very dull and hard to move. Stocks are ample and receipts now contain a greater percentage of over 60 lb. hides than in the summer months in addition to the increased size of hide arrivals here now. Buffs were included with the heavy cows as noted above. One car went at  $17\frac{1}{4}$ c. and another brought 17c. here. Two lots embracing about 5,000 Ohio buff weights sold through this market at  $17\frac{1}{2}$ c. No seconds were moved alone. Values in the country are easy. All weights of seasonable country hides are moving at  $16\frac{1}{2}@17$ c. delivered basis. Extremes moved at  $18\frac{1}{2}$ c. for two cars of seasonable western stock. Offerings at 19c. are still available and not taken. Bids at 19c. are made for well described lots and not taken. Such goods

are still held up to 20c. Branded cows were not taken. These are quoted nominally at  $15\frac{1}{2}$ c. flat. Stocks are meager. Country packer branded hides range up to 18c. delivered basis here as to quality and percentage of steers included. Bulls sold at 16c. for about 2000 country, city butcher and country packer quality in straight weights. Regular country arrivals alone quoted at  $15\frac{1}{2}$ c. for business. Stocks are limited. Country packer bulls are quoted at  $16\frac{1}{2}@17$ c.; city packer bulls range up to 18c. as to quality.

**Later.**—Country hides rule quiet. Dealers are inclined to be optimistic, caused by better feeling of packers. Buffs are held at  $17\frac{1}{2}$ c. The last sales were at 17c.

**CALFSKINS** sold at 23c. for a car of mixed city and country stock. Similar skins previously moved at 24c. by the same seller. First salted local city skins are quiet at 25c. last paid and asked on further business. Outside cities quoted at 24c.; countries at  $22@23$ c.; packer skins last sold at 27c.; Decembers are now available at that rate and it is reported a bid at  $26\frac{1}{2}$ c. was refused. January skins are now available and  $26@27$ c. is asked for them. Deacons quoted at  $1.20@1.30$ ; light calf at  $\$1.40@1.50$ . Kip-skins were dull. No business was reported. There were some reports around early in the week of movement of a small lot of mixed cities and countries, but nothing definite regarding rates or quantities could be learned. Nominal market for country lots is considered at 20c. last sales were at 21c.; city skins quoted at 23c. last paid and 22c. nominal; packer skins last sold at 24c.; nominal market considered at 23c.; owing to declines in light cows.

**HORSE HIDES** are quiet. Sellers decline to accept low rates bid and buyers are insisting upon their views being accepted if movement is to be effected. Country run of hides quoted at  $5.25@5.40$  bid up to  $5.75$  asked; cities quoted at  $5.60$  top bid and up to  $6.00$  last paid and asked. Poor demand for butts and fronts is given as the cause for slowness of whole hides to move. Stocks are moderate and the quality is the best of the year. Seconds quoted at the usual  $\$1.00$  reduction with ponies and glues at  $1.50@2.00$  and coltskins at  $50@75$ c. nominal.

**HOGSKINS** continue to move out about as fast as available at  $65@75$ c. for the regular country collection with the rejected pigs and glues out at half prices. No. 1 pigskin strips are in more ample supply and nominally quoted at  $10\frac{1}{2}@11\frac{1}{2}$ c.; inside nearer the market. No. 2's quoted at  $8\frac{1}{2}@10$ c. and No. 3's at  $5@6$ c. nominal.

(Continued on page 41.)

### Producers and Consumers of

## TALLOW AND GREASE

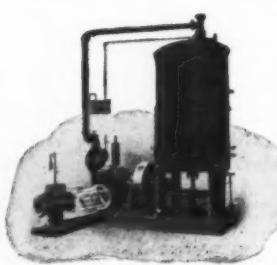
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## LIVE STOCK MARKETS

### CHICAGO

(Special Letter to The National Provisioner from The National Live Stock Commission Co.)

Union Stock Yards, Chicago, Jan. 12.

Receipts, while not by any means excessive, show a substantial increase and for the first three days of the week totaled approximately 47,000 as compared to 39,189 for the same period a week ago. As predicted in these columns for several weeks past, the demand has broadened since the holidays and the output has kept pace with the increased supply; in fact, at the present time the receipts are just about equal to the demand, and as a consequence we have had active trade with spots that looked higher. Strength and activity have characterized the market on butcher stuff during the past week, the recent advance being well sustained on canners and cutters, while everything else in the "she-stuff" line is 10@15c. higher and the bull trade is also strong and active with calves again selling at a very high altitude. The percentage of butcher-stuff in the receipts of cattle is very moderate indeed, and furthermore, everything indicates that such will be the case for some months to come, and the trade will soon start on its annual upward trend.

We believe every pork packing establishment in the United States is enjoying an era of prosperity almost unprecedented in the history of the trade, and would gladly lay away pork products against the future demand, which, on account of the unlikelihood of any cessation of hostilities in Europe for some time to come, will undoubtedly be of tremendous volume during the spring and summer months. Hogs sold up to \$7.25 in Chicago last week on a run of 334,279—the largest week's receipts in the history of the trade by 35,000—and although this was followed by an almost record-breaking run of 85,344 on Monday, the decline that took place on that day was short-lived, and with 32,000 on Tuesday the trade reacted, ruled 10@15c. higher, and with estimated receipts of 45,000 on Wednesday the market opened a dime higher and soon developed into a runaway affair and closed 15@25c. higher, with the bulk of the matured weighty hogs selling at \$7.00@7.15, top \$7.25, with mixed and light mixed grades \$6.85@7.00, and healthy pigs \$6.25@6.65, according to weight and quality. The provision trade is strong and higher, and while January no doubt will bring forth liberal receipts, yet the demand is extra good from all sources and the only thing that will prevent an advancing market will be extra heavy receipts.

The real "boom" in sheep and lamb values that has prevailed during the past week has put a large proportion of the feeders throughout the country on the "anxious seat." This week's first three days' receipts will number over 70,000 head at this point. Monday's and Tuesday's supplies, the two days of which overran 37,000, were taken each day at higher prices than the previous session's average. Wednesday's receipts estimated at 20,000. A feature of the trade is the sluggish demand on heavy yearlings. Everything else in the list has enjoyed a full share of the advance that began the first of last week, but there seems no place for the heavy yearling wether to be used to advantage, and he still remains in the "undesirable" class, several carloads being sold daily at prices that look out of line as compared with other grades. Continued liberal marketing will check this upward trend and a temporary depressed condition may be expected if liberal marketing continues. There is nothing ahead, however, to forestall a range of much higher prices within the very near future. We quote: good to choice lambs, \$10.40@10.75; poor to medium, \$9.50@10.25; culls, \$7.50@8.50; good to choice, light yrs., \$9.00@9.40; poor to medium and heavy, \$8.00@8.50; good to choice, aged wethers, \$7.30@7.60; good to choice, fed ewes, \$6.75@7.00; prime fancy native ewes, \$7.15@7.25; poor to medium ewes, \$6.00@6.50; culls, \$4.75@5.25; bucks, \$5.50@6.00.

### KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Jan. 11.

Beef cattle trade averages steady this week with the advance scored last week. Receipts here have been normal for the season, 14,000 yesterday and 10,000 today. Buyers got a slight advantage today in the matter of "fills," due to a cold rain, but otherwise prices were steady, exceptions stronger. Some choice 1,425 lb. steers brought \$8.75 today, highest price this month, top yesterday \$8.60. Nothing has brought above \$8.50 since the holidays before this week. A number of sales of beef steers were made today at \$7.90@8.20, a string of 1,500 lb. ninety-day rough Westerns selling at \$7.90, considered a strong price. Pretty good steers sold at \$7.50@7.75, and lighter steers brought \$7@7.40. It was a satisfactory market, with more attention paid to prime finish than in recent days. Butcher cattle are firm, heavy cows bringing \$5.75@6.75; bulls, \$5.25@6.50; veals, \$8@10; heifers, mostly \$6.25@8.50. Stockers and feeders are strong, and anything good sells quickly at a good price. Some white face Panhandle feeders brought \$7.55 today, and some plain Panhandle feeders \$7. Stock steer sales this week range largely from \$6.25@7.25, with a few yearlings up to \$7.75. An immense distribution of beef, as well as of pork, is putting considerable vigor into the general cattle market.

Hogs sold 10c. higher; receipts, 20,000 head. Packers were leaders in the competition, reflecting a mammoth business in cut meats and provisions, as there was a record supply at the markets yesterday, Chicago 85,000, St. Paul 44,000, and the other Northern markets liberally supplied. Quality of hogs coming here is excellent, and order buyers assert Eastern killers consider them worth 15@25c. per cwt. more than hogs arriving at Northern markets, due to better quality of feed in Kansas City's territory.

Sheep and lambs sold 10@15c. higher again today, following similar advances regularly recently: receipts, 7,000. The good lambs sold at \$10.10@10.20; heavy ewes, \$6.50; light yearlings, \$9. The market has a firm tone, and prospects favor still higher prices this week. Of course, a heavy supply out of Northern Colorado might temporarily upset the present schedule of prices. Feeding lambs sell around \$8.75.

### ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Illinois, Jan. 12.

Our cattle receipts approximate 21,000 for the week with 3,600 on the southern side. The market has shown unusual activity and all offerings regardless of grade or quality are finding ready sale. No very good cattle are arriving and there are very few sales, therefore, that are as high as the \$9 mark. Some very good cattle are going to scale at from \$8.00@9.00, and as the bulk of the best kind is in this range there seems always to be a ready buyer as soon as the cattle strike the Commission pens. On the in-between kinds, those ranging from \$6.75@7.75, the market, while possibly not so active because of a preponderance of this kind of cattle, is just about as strong as on the better kinds. Several strings of western cattle that may be classed in this grade, sold this week between \$7.50@8.05. They were on the warmed-up order and could have been made considerably better with just a little longer feeding period. Butcher stock, cows and bulls, have all participated in the advance. On Wednesday a carload of bulls averaging right at 1,300 lbs. sold for \$6.35. The same bulls on Monday's market would have sold at about \$6.10 or \$6.15. This instance gives a fair indication of the entire market. Southern offerings and canners and cutters are from 15@25c. higher for the week.

Our hog receipts for the week are right at

100,000—a very generous run and we are glad to note that the quality shows continued improvement. We have had a big eastern order buying week which has materially affected the shipping grades and the consequence is an active and higher market regardless of good runs. The quotation are, mixed and butchers, \$6.90@7.10; good heavy, \$7.05@7.25; rough, \$6.50@6.70; lights, \$6.90@7.05; pigs, \$6.00@6.75; bulk, \$6.90@7.20. The feature of the hog market this week was a purchase by one of the packers of 45 carloads of Iowa hogs in one string. It was the biggest hog trade that has been recorded at this market for a number of seasons.

Our sheep receipts are 9,000 for the week. Regardless of bearish reports from other markets, ours has held active, and the highest prices of the season have been paid. Good killing ewes, especially if well woolled, are quoted at \$6.50@7, and would be worth more money if strictly prime. Yearling wethers are quoted from \$8@9. Lambs range from \$9@10.50. Numerous sales have been made this week at the top figure and it would have to be a very ordinary lamb indeed, if at all fat, not to bring more than the bottom figure.

### OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, Omaha, Jan. 11.

The New Year started out with a good, liberal run of cattle for the week, 29,600 head, and an active, higher market. Both beef steers and cows and heifers advanced about 25c. and there has been further improvement in values this week. Quality of the cattle seems to be improving but is still very far short of what it was at this time last year. Strictly good to choice beeves are selling at \$8.25@8.75 and the bulk of the fair to good 1,050 to 1,350-pound cattle sell around \$7.25@8, the common to fair warmed up and shorted grades going at \$6.50@7.25 and from that down. Cows and heifers are selling at a spread of \$4@7, the bulk of the fair to good butcher stock around \$5.25@6. Veal calves are in active request and firmly held at \$7@10, and bulls, stags, etc., find a free outlet at steady to strong prices from \$5@6.25.

Hogs are coming in liberal volume, 97,000 head last week, the heaviest January week's run on record. Prices hold up well under the influence of active buying by both local packers and shippers and values are 10@15c. up as compared with a week ago. Weighty and

(Concluded on page 36.)

### SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending January 8, 1916:

#### CATTLE.

Chicago	39,372
Kansas City	16,830
Omaha	18,821
East St. Louis	14,454
St. Joseph	5,764
Cudahy	578
Sioux City	6,982
New York and Jersey City	8,130
Fort Worth	3,245
Philadelphia	2,187
Pittsburgh	1,050
Oklahoma City	1,596

#### HOGS.

Chicago	268,270
Kansas City	72,378
Omaha	81,188
East St. Louis	68,476
St. Joseph	60,023
Cudahy	32,803
Sioux City	44,609
Ottumwa	19,600
Cedar Rapids	19,768
New York and Jersey City	33,027
Fort Worth	16,443
Philadelphia	6,883
Pittsburgh	12,500
Oklahoma City	13,097

#### SHEEP.

Chicago	62,184
Kansas City	29,627
Omaha	41,372
East St. Louis	6,024
St. Joseph	13,504
Cudahy	336
Sioux City	6,651
New York and Jersey City	21,228
Fort Worth	2,249
Philadelphia	6,074
Pittsburgh	2,560
Oklahoma City	3,148

## ICE AND REFRIGERATION

### NEW CORPORATIONS.

Chicago, Ill.—The Rosalie Farm, Inc., has been incorporated to conduct a dairy business, etc. Capital stock, \$50,000.

Montclair, N. J.—The Elm Meadow Farm, dairy farming, stock breeding, etc., has been incorporated with a capital stock of \$100,000.

Macon, Ga.—The Swift Creek Dairy Company has been incorporated with a capital stock of \$2,500 by A. Block and N. M. Block.

St. Joseph, Mo.—The Artesian Ice & Cold Storage Company has been incorporated by C. H. Taylor, A. D. Cole and George C. Tolman, with a capital stock of \$500,000.

### ICE NOTES.

Leesburg, Fla.—A 30-ton ice machine for cold storage system will be installed by the Leesburg Ice Company.

Waldameer, Pa.—Spontaneous combustion caused a fire in the ice house of Frank Du Valley at Waldameer.

Louisville, Ky.—The capital stock of the Purity Ice Company has been increased \$18,000, making it \$50,000.

Sulphur Springs, Tex.—The capital stock of the Crystal Ice Company has been increased from \$25,000 to \$35,000.

Wichita, Kan.—Fire caused \$15,000 damage to the Crystal Ice & Fuel Company's plant at 201-15 North Osage street.

Hampton, Iowa.—An ice house belonging to the Home Ice Company, near Beed's Lake, has been destroyed. Cause unknown.

Waldo, Fla.—The organization of a company to build an ice and electric light plant is being promoted by the Board of Trade.

Fayetteville, Tenn.—Refrigerating plant will be installed in the ice cream factory now being erected by V. O. Garrison at Fayetteville.

Wilmington, N. C.—The erection of a creamery is being considered by Everett McL.

Wilson, and will be operated as the Elmhurst Dairy Farms.

Festus, Mo.—A site has been purchased by the De Sota Dairy, Ice & Supply Company on which a 30-ton ice plant and ice cream factory will be erected.

Spartanburg, S. C.—A company to be known as the Spartanburg Co-operative Creamery has been organized for the purpose of establishing a creamery.

Jonesboro, Ark.—Plans have been completed for the erection of the cold storage warehouse for the Jonesboro Ice Company; two stories, 23 x 110 feet.

Sparkman, Ark.—An ice plant will be built by R. B. Ashby, of Gibson City, Ill., and operated in connection with the electric light plant owned by J. R. Benson.

Festus, Mo.—A new ice plant, to be of greater capacity than the one recently destroyed by fire, will be erected by the Twin City Ice & Creamery Company.

Oklahoma City, Okla.—A one-story building of concrete construction will be erected by the Oklahoma City Ice & Storage Company, to replace the building destroyed by an explosion.

Greenwood, S. C.—A contract, for the insulation of a cold storage warehouse of about 10,000 cu. ft. capacity for poultry and egg department, has been let by the Greenwood Ice & Coal Company.

### MODERN CONSTRUCTION OF ICE AND COLD STORAGE HOUSES.\*

By N. A. Lindvall.\*

The temperature at which ice is generally stored is below freezing, say from 26 to 28 degs. Fahr., and the insulation of such buildings should therefore be looked after better than has generally been the practice, as poor construction and poor insulation means additional manufacturing cost per ton of ice. The

\*Read before the annual meeting of the Southwestern Ice Manufacturers' Association, Waco, Tex.

conditions under which ice is generally stored in small storages are very severe, and I have found throughout my experience that the temperatures in small ice storages vary a good deal.

If the ice storage is directly connected with the tank room through the ice chute, a good deal of warm air is admitted with every cake of ice which is dumped into the room, and if the refrigerating coils are not in the proper place a good deal of moisture will precipitate on the cold walls when the warm air strikes the latter. The temperature is generally held below freezing and you will find that the condensed humidity will freeze and destroy the plaster or other hard coating materials which are generally used for the protection of the insulation.

To prevent this, care should be taken that the refrigerating coils are put in such a position to quickly absorb the warm air. The ceilings in ice storages are generally thus affected, and to prevent the destruction of insulation, due to freezing, it would be wise to construct the ceiling as a concrete slab and then put the insulation on top of same. It will increase the cost of building slightly, but when we take into consideration the omission of plaster over the insulation the increase is nominal.

In building ice storages I would suggest that the foundations be made heavy and substantial, preferably of concrete. The walls, whether built of wood, brick or concrete, should be designed in such a way that they will properly support the insulation without undue strain.

Ante or tempering rooms should always be provided, as they will save a considerable amount of refrigeration, otherwise lost in the continual opening of doors to the main ice storage. It is essential for large ice storages to have a tempering room, held approximately at the same temperature as the main ice storage.

## Ice Harvesting— MACHINERY

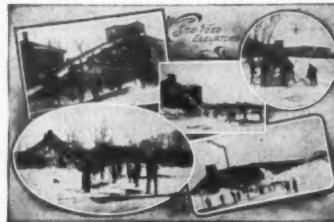
We design, build and install Ice Elevators and Conveyors for houses of any capacity

### ICE TOOLS

If you are not prepared to harvest your crop quickly and at the lowest cost

### Let Us Work With You

Engineering Services Free



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### GIFFORD-WOOD COMPANY

Works: HUDSON, N. Y.  
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**Vertical Single Acting  
Refrigerating Machines  
with safety heads—The  
leading feature originated  
by Frick Company  
33 years ago and accepted  
today as the maximum  
efficiency machine.**

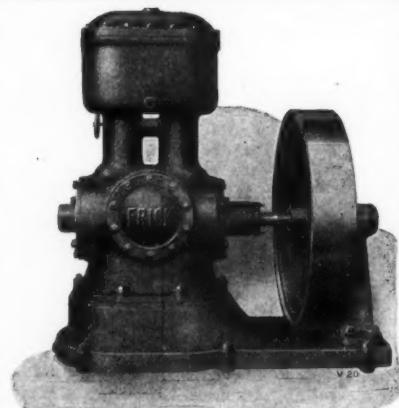
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## FRICK COMPANY WAYNESBORO, PA.

**BRANCH OFFICES**  
New York, N. Y. .... Taylor Building  
Philadelphia, Pa. .... Wesley Building  
Baltimore, Md. .... American Building  
Pittsburgh, Pa. .... Jenkins Arcade  
Atlanta, Ga. .... Atlanta Nat. Bank Bldg.  
Dallas, Tex. .... Sumpter Building

### AGENCIES

Judd Eng. Co. ....	Boston, Mass.
Mollenberg-Betz Mch. Co. ....	Buffalo, N. Y.
G. A. Wegner Cons. & Eng. Co. ....	Rochester, N. Y.
John Hague Eng. Co. ....	St. Louis, Mo.
San Antonio M. & S. Co. ....	San Antonio, Tex.
Ottenheimer Brothers ....	Baltimore, Md.
Arthur Melitzer ....	Los Angeles, Cal.
United Iron Works. ....	Oakland, Cal.
United Iron Works. ....	Seattle, Wash.



Enclosed Machine

**PURITY IS ESSENTIAL IN AMMONIA**

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

**Bower Brand Anhydrous Ammonia**

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Book and Calendar.

Specify Bower Brand Ammonia, Which Can Be Obtained From the Following:

ATLANTA: Manufacturers' Warehouse Co.  
BALTIMORE: Werng Moving, Hauling & Storage Co., T. R. Wingrove.  
BOSTON: Flifield, Richardson & Co., 187 Franklin St.; C. P. Duffee, 40 Central St.  
BUFFALO: Keystone Warehouse Co.

**HENRY BOWER CHEMICAL MANUFACTURING CO., 29th Street and Gray's Ferry Road, Philadelphia, Pa.**

In building larger ice storages several methods have been used by leading engineers, and the one mostly used is a brick curtain wall construction, using concrete ceiling construction, supported by structural steel columns placed in the wall, and the insulation is generally placed on top of the ceiling slab. It has reduced the cost of building considerably, and has given very good results. A number of buildings in this section have been thus equipped and the results, I am told, are very gratifying.

The insulation for a roof slab should not be less than five inches of pure corkboard, preferably six inches. The walls, if built thirteen inches thick, of brick or hollow tile laid in cement mortar, can readily be insulated with four inches of pure corkboard, and the floor should have not less than four inches of the same material. In designing buildings of this character the stability of construction is a great item, as the depreciation charge depends upon the length of life of the building. The building cost of large ice storages has proven not to be excessive to give good financial results, and when you take into consideration that an ice storage is used as a balancing unit, or a storage battery, it is easy to figure out the exact cost of storing ice.

It is generally found that the load factor of an ice plant where ice is used mostly for domestic purposes is very unsatisfactory without some means for balancing. Knowing the actual operating conditions of a plant, the load factor of same being considered, it should be clear to everyone that if you can increase your running time and decrease the operating expense during such running time that the cost per ton of ice for the calendar year could be reduced materially.

There is really only one way to do this, and it is to operate an ice storage of proper capacity in connection with all or part of your present equipment; and if well constructed and well insulated, ice storages have proven a success not only for car icing business, but for domestic service in larger cities. The ice storage can be easily handled by a small refrigerating equipment, which could in this territory be driven by either natural gas or a small oil engine, or where the electric current is cheap enough, by the means of an electric motor.

In conclusion I advocate to the members of this association looking into this subject thoroughly, and when you build storages, build them in such a way that you get maximum use and efficiency out of the building and materials used in connection therewith. It is hardly necessary for me to tell you that good construction and good insulation material is the best investment.

A number of plant owners in this terri-

CHICAGO: F. C. Schapper, Wakem & McLaughlin.  
CINCINNATI: Pan-Handle Storage Warehouse.

CLEVELAND: General Cartage & Storage Co.; Henry Bollinger Estate.

DETROIT: Riverside Storage & Cartage Co.; Newman Brothers, Inc.

DALLAS: Oriental Oil Company.

HAVANA: O. B. Cintas.

HOUSTON: Texas Warehouse Co.

INDIANAPOLIS: Railroad Transfer Co.

JACKSONVILLE: St. Elmo W. Acosta.

KANSAS CITY: Crutcher Warehouse Co.

LIVERPOOL: Peter R. McQuile & Son.

LOS ANGELES: York-California Construction Co.; Shattuck & Nimmo Warehouse Co.

LOUISVILLE: Kentucky Consumers Oil Co.; Union Warehouse Branch.

MEMPHIS: Patterson Transfer Co.

MEXICO, D. F.: Ernst O. Heinsdorf.

NEWARK: American Oil & Supply Co.

NEW ORLEANS: Chas. F. Rantz; United Warehouse Co., Ltd.

NEW YORK: Roessler & Hasslacher Chemical Co.; Shipley Construction & Supply Co.

NORFOK: Nottingham & Wrenn Co.

OKLAHOMA CITY: O. K. Transfer & Storage Co.

PHILADELPHIA: Henry Bower Chemical Mfg. Co.

PITTSBURGH: Pennsylvania Transfer Co.; Mueller & Co.; Newman Brothers, Inc.

PORTLAND, ORE: Northwestern Transfer Co.

PROVIDENCE: Rhode Island Warehouse Co.; Edwin Knowles.

RIO DE JANEIRO: F. H. Walter & Co.

ROCHESTER: Shipley Construction & Supply Co.; Rochester Carting Co.

SALT LAKE CITY: Utah Soap Company.

ST. LOUIS: McPheeters Warehouse Co.; Pillsbury-Becker Eng. & Supply Co.

ST. PAUL: Fidelity Storage & Transfer Co.; R. B. Whittacre & Company.

SAN ANTONIO: Oriental Oil Company.

SAN FRANCISCO: York-California Construction Co.

SAVANNAH: Atlantic Lubricants Co.; Benton Transfer Co.

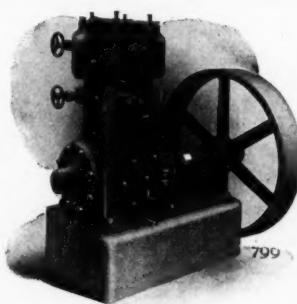
SPOKANE: Spokane Transfer & Storage Co.

SEATTLE: York Construction & Supply Co.

TOLEDO: Moreton Truck & Storage Co.; F. W. Babcock.

WASHINGTON: Littlefield, Alvord & Co.

**WATCH PAGE 48 FOR BARGAINS**



### York Enclosed Refrigerating Machine Latest Type

Poppet discharge valve and cage in safety head, floating suction valve, ample port areas, compressors reamed to size, and pistons with ground cylindrical surface and ground snap rings—combine to make a MOST EFFICIENT AMMONIA PUMP.

Removable Strainer inside of the Machine, at the extreme end of the Suction Line, prevents any dirt or pipe scale from entering the Compressor.

Die Forged Crank Shaft, ground to gauge. Cast Steel Connecting Rods, both ends bored and reamed at same time, insuring perfect alignment between wrist and crank pins.

Die Cast Bearings throughout—an exclusive feature in YORK Enclosed Machines.

1/8-ton Refrigerating Capacity and upward.

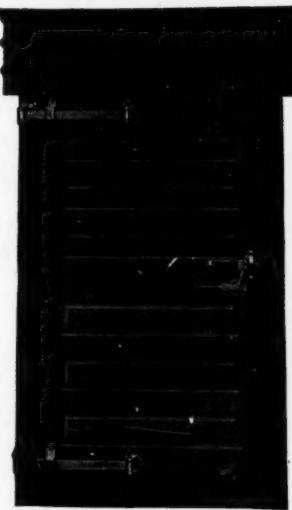
Prices on Application.

### York Manufacturing Co.

(Ice-Making and Refrigerating  
Machinery exclusively)

**YORK, PA.**

# DOORS



### For Cold Storage and Freezers

Have you ever examined our

### JONES or NO EQUAL

types of Doors, and noted the heavy material used in construction, or how the massive Jones Automatic Fastener and Jones Adjustable Spring Hinges keep the door tight against the double and triple seals of contact.

If not, it's time! You should know why the Big Packers use our doors almost exclusively.

Made with or without trap for overhead rail. Cork insulated. Built for strength. A 68-page illustrated catalog upon request.

### JAMISON COLD STORAGE DOOR CO.

Formerly

JONES COLD STORE DOOR CO.  
Hagerstown, Maryland, U.S.A.

## Use *Armour's* Anhydrous Ammonia and Watch RESULTS

**R**EMEMBER, the slightest impurity in your ammonia hinders the perfect working of your entire refrigerating system. This means big money-loss for you.

Give Armour's a thorough, practical test in your own plant. Note the 100% service, the economy and satisfaction.

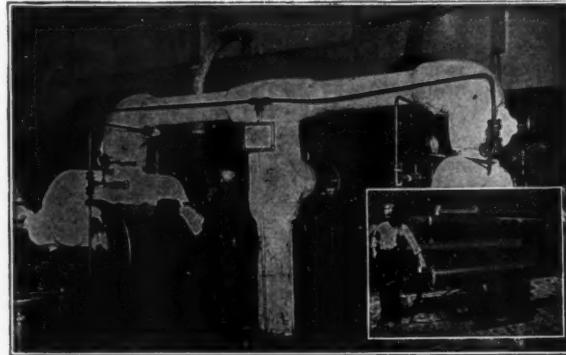
We test each cylinder before shipping. Sold subject to your test before using.

Stocks carried at all principal shipping points. Write for information.

### The Armour Ammonia Works

Owned and Operated by Armour and Company

CHICAGO



tory operate cold storages in connection with their ice plants. The goods to be stored generally determine the construction of cold storage rooms; however, the temperatures, of course, have to be considered, especially when it comes to the insulation of same.

For instance, meat should not be stored in a room where overhead coils are not used, as the moisture will accumulate on the ceiling and walls, and eventually the plastering will be destroyed by repeated wetting and drying. Neither should zero temperature be held in rooms where the insulation is not sufficiently thick to withstand the service. The insulation should always be protected in such a way that it will not be affected by bad odors developing in your storage rooms, and so that it can be easily cleaned.

The construction of the walls and partitions, whether brick, wood or concrete buildings are used, should be substantial, and well insulated to prevent heat leakage into the rooms. The floors should be well insulated, and the ceilings wherever possible should be insulated similarly to the ice storage, or a concrete ceiling provided in such a manner that the insulation can be put on top of the slab.

The thickness of materials to be used varies a good deal with the purpose for which the rooms are to be used. In this particular section of the country nothing less than four inches of pure corkboard should be used in any cold storage construction, as this thickness has proven to be a good investment. If zero temperature is held nothing less than six inches of pure corkboard should be used, and where the insulation is laid directly on top of the roof slab it should be increased materially; would say, add from one to two inches of your wall insulation.

Where cold storage rooms are susceptible to moisture, which cannot be eliminated very well, I would suggest the use of an insulating material coated with asphalt mastic to a thickness of about  $\frac{1}{8}$  inch. This coating will prevent the eventual absorption of moisture by the insulation and other parts of the building. The material is erected practically

the same as if a cement plaster were to be used, but the joints between the abutting corkboards are sealed with a hot iron and a torch. This class of material should be used for ice storage ceilings where the material is nailed from underneath, or for coil lofts in beef coolers and other places where the humidity is apt to be excessive.

In erecting building materials for cold storages, if bricks are used, same should preferably be laid in cement mortar, as the walls have a good deal more service to perform than in ordinary buildings. Any steel that is used in buildings should be plastered with cement or, better, embedded in concrete. Columns, etc., should be well insulated, as they are apt to absorb moisture. In the erection of insulating materials for buildings of this character care should be taken that no lime is used in the cement mortar, or in the plastering, for it sometimes happens that after a short period the lime will deaden the hardening process of the cement, and the cement becomes porous, and very much more absorbent than the pure Portland cement plaster mixed with sand.

A great deal of discussion has been brought forward as to whether it is better to use asphalt between layers of corkboard than cement mortar. My experience has proven than one method is about as good as the other if properly applied. Good results in the erection of cold storage buildings depend upon nothing else than high-class material and good workmanship. The specifications which are generally furnished by the consulting engineers and leading manufacturers of insulating materials are based upon experience which has been hard to obtain, pliably.

Be careful in accepting advice from inexperienced callers. Poor advice is responsible for poor results which has been obtained by some of the plants in this territory when perfectly good insulating materials have been used.

Insulation has proven a perplexing subject to some of you, but you will generally find that the man who has used pure corkboard

insulation, and good workmanship, has had better results at lower operating expense than the man who has used other forms of manufactured insulation, wood and air space, cotton seed hull filling, etc. The depreciation of their buildings has been very small, and the operating expense negligible. A plant well built always retains its good value on the commercial market, where a poorly constructed plant, with poor insulation, is not considered by prospective purchaser, as it is very costly to operate to say the least.

Considerable discussion has arisen of late as to the advisability of erecting pure corkboard in one layer instead of two to the desired thickness. To me it appears that this subject is rather plain, as the thicker you can manufacture a corkboard and give a substantial material, the better the efficiency you can derive from same. It gives what I might term a greater effective thickness, the construction is simpler, and equally as efficient with one layer as with two. There are no more abutting points in one construction than in another. A binder must be used between the two layers, and as this binder is a conductor, it matters very little whether the abutting joints are one over the other or staggered. In one-layer work the possibility of condensation between layers is omitted, and I really consider a one-layer construction equally as good, if not better than a two-layer construction. Especially is it true that one-layer construction is better when the insulating material is applied in the false work of concrete buildings, as it is almost impossible to get a good construction with two layers, except possibly that the two layers are laid in cement mortar, and then additionally secured to the cement slab with wire anchors, or nails driven in obliquely.

In the construction of partitions where two layers are used I believe it would give a stronger wall than if one layer were used only, as it will give one-half inch more of cement mortar to supply additional stability to the wall; however, a few iron rods placed in the proper position will give this stability with a good deal less expense.

## FOR PURCHASING DEPARTMENTS

### A BATTLEFIELD ICE FACTORY.

In France this summer, near each base hospital in the rear of the sweltering line that ran from Arras to the Vosges, there appeared a queer ice factory. They were as much a surprise and delight to the doctors and nurses as they were to the soldiers.

The supply of ice in France is very much less well provided for than in the United States, even in time of peace, but under war conditions it was clearly impossible to depend upon local plants and shipments by rail, because of the uncertainty as to advance or retreat and the importance of having a supply immediately at hand and ready to travel with the hospital.

The way the situation was met is shown in the accompanying photograph, snapped in a French village, near General Joffre's headquarters. In the truck is carried a wonderfully compact and efficient refrigerating machine, the invention of a French abbé, and a small gas engine to drive it.

Practically all of the working parts can be seen in the photograph. They need only to be connected with a water supply, and the engine started, and the machine immediately proceeds to make ice. These Audiffren-Singrun machines are already in use in many butcher shops and other meat establishments in this country.

These motor truck ice factories were always located near the base hospitals. When the hospitals changed their base, the ice plants were "cranked up" and moved along with them.

The conventional refrigerating machine, of course, could not be used successfully for this work, because of the yielding nature of the motor truck support and the necessity of keeping various pipe joints absolutely tight. With the "battlefield ice plants," however, there are only two points of support, so there was no trouble with joints. As no high pressure gases are used, a great deal less skill was required for taking care of them; there was less danger of breakdowns, and they were much safer to handle.

The little refrigerating plants were no strangers to the wealthier classes of France. Since their first appearance several years ago, they have been largely installed in country homes and city residences in France, and in many of the hotels and hospitals where a particularly pure quality of ice was required.

However, they made their first appearance on wheels in Europe near the battlefields. They were tried out in the campaigns in Tripoli some years ago in a somewhat different form, and the result of these trials was sufficiently favorable to warrant the much larger and more complete outfits that are now serving the hospitals.

The French factory in which these machines were built, located in Epinal, one of the great French fortress towns only a few miles from the trenches in the Vosges, was taken over by the government immediately after the declaration of war. Except for supplying such machines as the army had to have, it has been devoted to the manufacture of ammunition, making it necessary for the American company building these machines to supply not only their regular ter-

ritory, but also to take care of the commercial needs regularly supplied by the French. Even in France and Italy there has been considerable demand that had to be met in spite of war conditions.

We are indebted to the H. W. Johns-Manville Company, the American sales agents for this refrigerating machine, for the photograph from the front.

### PACKARD MOTOR CAR DIVIDENDS.

After a recent meeting of the Board of Directors, Alvan Macauley, Vice President and General Manager of the Packard Motor Car Company, announced that, in addition to the recent preferred dividend, the company has declared, payable February 1st, a ten per cent. stock dividend on the common stock of the company, and also a 1½ per cent cash dividend.

"The company," said Mr. Macauley, "has decided that, having now substantially completed its program of plant expansion, a reasonable portion of its earnings will be used to pay dividends on the common stock so long as conditions continue to justify so doing. We are declaring a stock dividend because, during the past five years, we have devoted our earnings largely to adding extensively to our manufacturing facilities in order to be able to produce our highest grade cars and trucks in large quantities, and at low cost, without in any detail detracting from the quality that has always been Packard. We have accomplished that. Our facil-

ties we believe are second to none in the automobile world.

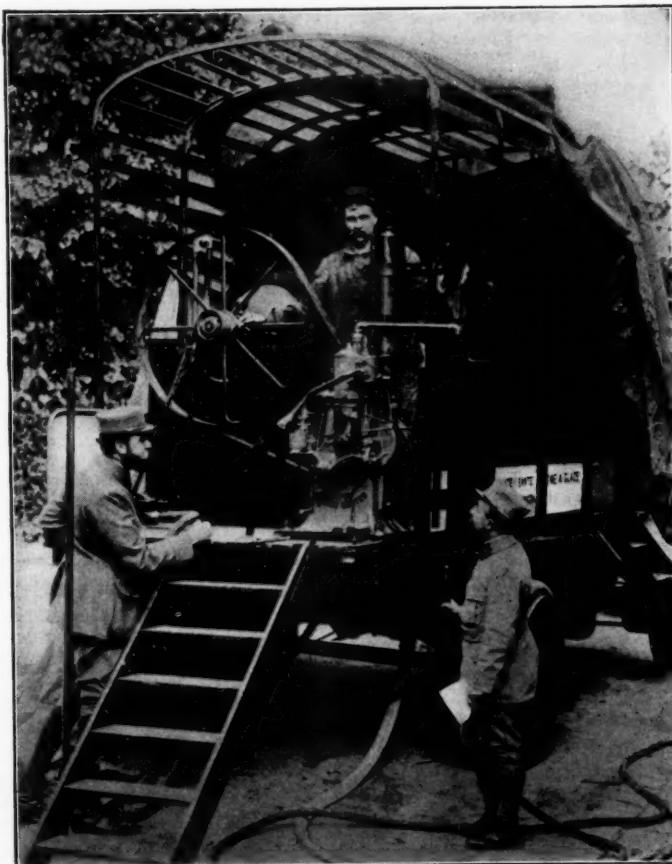
"Our plant is almost a mile long from north to south, and averages nearly a thousand feet wide. There are over eleven thousand employees on our pay roll and in December we manufactured nearly three million dollars worth of product."

### MORE CATTLE AND SHEEP.

Market reports tell with sufficient emphasis how hogs have multiplied in the past two years. There are many signs pointing to an increase in numbers of sheep and cattle. The demand for breeding ewes has sent prices away up both east and west. The proportion of ewe lambs marketed has been and is much smaller than usual, indicating that they are being kept to build up the flocks. Breeders of pure-bred sheep have sold everything they can spare.

During the past two or three years farmers and ranchmen have been recruiting their herds of beef cattle. Cows and heifers have been held, while thousands which have come to market have been shipped back to the country for breeding purposes. The East is eking into cattle again, while the South is establishing new herds wherever the tick has been exterminated. Breeding cattle have sold well in all parts of the country.

Everything points toward the raising of more cattle, with a better balance between the supply of feeding stock and the corn-belt feeder's demand for it.—National Stockman and Farmer.



AUDIFFREN-SINGRUN REFRIGERATING MACHINE ON A FRENCH BATTLEFIELD.

# Chicago Section

And the war keeps blundering on.

Some are still on the water wagon and some on—the contrary!

Board of Trade memberships are now selling at \$3,575, with 1916 dues paid.

Take your choice. You may be buried, cremated or poured back into the bar'l!

A new Board of Trade building is being talked of again, and certainly it is needed badly enough.

Speculators in grain and provisions as a rule cannot see anything to be bullish about from any viewpoint.

Canada is taking quite a number of singed dressed hogs from this side at present, which are admitted free of duty.

Swift & Company's sales of beef in Chicago for the week ending Saturday, January 8, 1916, averaged as follows: Domestic beef, 9.73 cents per pound.

"Direct Country Buying and the Hog Price Slump," by the National Livestock Exchange Committee, is surely some dope—and "dope" is the right name for it!

The doctors say you are not to be sneezed at. Also that if you show symptoms of inflwendways or grippie, stay home until your doctor has killed it—or you!

The city water department and the hog scalper continue to make money solely out of water. The hog scalper gets around seven cents per pound for his, and the Stock Yards Company gives him the water free gratis.

W. G. Press & Co. say: "The average weight of hogs in the West for December,

**J. B. ZIEGLER & CO.**  
**MEATS, LARD, OLEOS,**  
 $\therefore$  **FUTURES**  $\therefore$   
**GREASES, TALLOWS,**  
**ETC.**

Write for our MARKET LETTER  
WEBSTER BLDG., CHICAGO

1915, compares very favorably with the previous year, indicating to us that the hogs are are quoted at \$9.75@10.25; yearlings, \$7.25@8.65; wethers, \$6.50@7.25, and ewes, \$5@6.65, still being fed and have not yet fully started to market. The provision futures are holding strong. There is a feeling among many that no matter how many hogs we receive this year, the demand will be sufficient to take care of all the product at fancy prices. There is no doubt we have had a good cash trade up to the present time; in fact, it has been a remarkable trade, but when we consider that as late as September 7 tierce lard sold around \$8.07 $\frac{1}{2}$  and ribs at \$8.05, the good trade can well be accounted for. The price then was quite an inducement to create a big demand as compared to today's prices. Today January lard and ribs are selling around \$10.35, with the biggest hog receipts on record. We think that the receipts of hogs will continue large and we would sell provisions for a liberal break, as we do not think that these prices are warranted when we take into consideration the number of hogs coming to market and the difference in the price of live hogs and the futures."

#### THE BUREAU OF STANDARDS.

The annual report of the Director of the Bureau of Standards, Department of Commerce, gives an interesting account of the activities of that Bureau during the fiscal year 1915. The standards with which the Bureau has to deal are standards of measurement, standard values of constants, standards of quality, standards of mechanical performance and standards of practice. The relation of the Bureau's work to the public is clearly discussed, especially the Bureau's part in aiding industrial progress. During the year 154,000 tests were made and 1,800,000 lamps were inspected at the factories.

Color standards, the development of energy-measuring instruments sensitive enough to measure the heat of the stars, studies of the causes of failure of railway materials, exact determination of the data required in the refrigeration industries, and other important researches have made excellent progress during the year. An examination of the report shows that the year was the most active and successful in the history of the Bureau.

Of special public interest were the tests of railroad track scales, tests of parcel post

scales, the work in methods of precision temperature measurements, with special reference to the refrigeration industries and the measurement of high temperatures and fire-resistant properties of building materials.

Of particular interest to manufacturers and testing laboratories are the Bureau's investigations of industrial materials, such as metals, clay products, glass, cement, textiles, papers, rubber and paints. The Bureau issued 47 new publications during the year, making a total of about 400 scientific and technical papers, circulars, and miscellaneous publications issued to date.

Of special interest to the people is the work of the Bureau in connection with public utilities, particularly in establishing definite standards of service, preparing safety rules, assisting in local studies as to service, acting as referee in cases of dispute and serving as a clearing house of information on all public utility and associated engineering questions, helping to secure uniform methods of accounting where public service commissions are not yet established, and getting out laboratory tests and investigations to answer difficult answers connected with the telephone, gas, electric light and power, electric railway transportation, and miscellaneous utilities other than steam railways. This work has met with great appreciation throughout the country.

#### OMAHA LIVESTOCK MARKET.

(Concluded from page 31.)

butcher hogs have the call and it is difficult to find an outlet for the common underweight stuff. It sells at the bottom of the list, although the range of prices is not very wide. There were 18,000 hogs here today and they sold 10@15c. higher. Tops brought \$6.75, as against \$6.60 last Tuesday, and the bulk of the trading was at \$6.65@6.70, as against \$6.45@6.55 a week ago.

Moderate receipts of sheep and lambs have been the rule of late, 53,000 last week, and the market has been active and stronger most of the time. As compared with a week ago, values are higher all around and the highest they have ever been in January. Fat lambs are quoted at \$9.75@10.25; yearlings, \$7.25@8.65; wethers, \$6.50@7.25, and ewes, \$5@6.65.

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Correspondence Solicited

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CHICAGO

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E. G. Dunn, Vice-Pres., Mason City, Iowa.

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**L. C. DOGGETT COMPANY, Brokers**  
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1364 Monadnock Block, 53 W. Jackson Blvd., CHICAGO  
**WRITE US**  
Members American Meat Packers' Association  
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Codes—Cross-Yopp-Robinson

SCHENK IS TO BRANCH OUT.

The F. Schenk & Sons Company, packers, of Wheeling, W. Va., are to extend their business to other states. Interests at Lexington, Ky., have been endeavoring to induce the Schenk Company to establish a plant there, but after investigation the company decided not to take up that offer. Instead, Vice-President Otto Schenk has gone to Rockford, Ill., to look over the ground there with a view to establishing a plant in that city. This trip

**H. OBERNDORF & SONS**  
Importers, Exporters  
and Manufacturers  
ALL GRADES OF ANIMAL HAIR  
DEALERS IN HIDES, PEELS, TALLOW, GREASE, DRY BONES AND PACKING HOUSE BY-PRODUCTS  
CHICAGO

is made in response to an offer from Rockford interests. The Schenk plant at Wheeling will under no conditions be disposed of, but will continue to be the main plant.

January 15, 1916.

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 3.....	16,759	970	79,792	12,200
Tuesday, Jan. 4.....	5,433	2,519	53,769	19,215
Wednesday, Jan. 5.....	16,997	2,254	59,262	14,482
Thursday, Jan. 6.....	7,141	1,500	51,970	18,837
Friday, Jan. 7.....	2,127	528	53,973	15,258
Saturday, Jan. 8.....	301	24	35,513	200
Total last week.....	48,758	7,795	334,279	80,192
Previous week.....	41,532	4,181	158,516	60,079
Cor. week, 1915.....	51,932	6,941	278,075	117,482
Cor. week, 1914.....	51,712	6,497	190,243	124,740

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 3.....	2,979	157	14,844	3,689
Tuesday, Jan. 4.....	416	244	9,443	4,241
Wednesday, Jan. 5.....	3,352	129	12,353	3,796
Thursday, Jan. 6.....	1,917	94	11,888	2,948
Friday, Jan. 7.....	692	56	11,509	3,334
Saturday, Jan. 8.....	...	5,992	...	...
Total last week.....	9,386	680	66,009	18,008
Previous week.....	8,200	431	47,313	16,567
Cor. week, 1915.....	14,633	775	34,935	14,339
Cor. week, 1914.....	20,717	570	46,677	23,253

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Jan. 8, 1916.....	70,758	419,279	106,182
Same period, 1915.....	81,309	367,199	171,482

Combined receipts of hogs at eleven points:

	Year ending Jan. 8, 1916.....	*994,000
Previous week.....	540,000	
Cor. week, 1915.....	856,000	
Cor. week, 1914.....	634,000	
Total year to date.....	1,287,000	
Same period, 1915.....	1,143,000	
Same period, 1914.....	908,000	

Receipts at seven points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul) as follows:

	Cattle.	Hogs.	Sheep.
Week to Jan. 8, 1916.....	163,100	788,900	213,300
Week ago.....	113,700	453,400	150,900
Year ago.....	161,000	656,200	270,800
Two years ago.....	141,700	494,600	286,700

Combined receipts at seven markets for 1916 to Jan. 8, and same period a year ago:

	1916.....	1915.....
Cattle.....	163,100	161,000
Hogs.....	788,900	656,200
Sheep.....	213,300	270,800

## CHICAGO PACKERS' HOG SLAUGHTER.

	Week ending Jan. 8, 1916:
Armour & Co.....	56,600
Swift & Co.....	35,800
S. & S. Co.....	20,000
Morris & Co.....	23,500
Hammond, Co.....	14,900
Western Packing Co.....	20,400
Anglo-American.....	18,500
Independent Packing Co.....	15,800
Boyd & Lunham.....	13,400
Roberts & Oake.....	9,200
Brennan Packing Co.....	6,800
Miller & Hart.....	4,900
Others.....	35,900
Totals.....	273,800
Previous week.....	125,900
Cor. week, 1915.....	254,700
Cor. week, 1914.....	149,900

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$8.45	\$6.90	\$6.65	\$9.90
Previous week.....	8.40	6.50	6.50	9.30
Cor. week, 1915.....	8.35	7.15	5.85	8.60
Cor. week, 1914.....	8.45	8.20	5.50	8.15
Cor. week, 1913.....	8.00	7.43	5.25	8.70
Cor. week, 1912.....	7.00	6.33	4.55	6.80
Cor. week, 1911.....	6.20	7.93	4.10	6.25

## CATTLE.

	Steers, good to choice.....	Heifers, good to choice.....	Calves, good to choice.....	Calves, inferior.....
January.....	\$8.00	9.75	7.75	3.50
May.....	10.60	10.60	10.60	7.00
July.....	10.60	10.60	10.60	7.75
January.....	5.00	7.75	10.60	10.60
May.....	10.60	10.60	10.60	10.60
July.....	10.60	10.60	10.60	10.60
January.....	4.75	7.10	10.60	10.60
May.....	10.60	10.60	10.60	10.60
July.....	10.60	10.60	10.60	10.60
January.....	3.80	4.50	10.60	10.60
May.....	10.60	10.60	10.60	10.60
July.....	10.60	10.60	10.60	10.60
January.....	2.75	4.00	10.60	10.60
May.....	10.60	10.60	10.60	10.60
July.....	10.60	10.60	10.60	10.60
Butcher bulls.....	6.00	6.75	10.60	10.60
Bologna bulls.....	5.00	6.00	10.60	10.60
Good to prime veal calves.....	9.00	11.00	10.60	10.60
Heavy calves.....	7.50	9.00	10.60	10.60

†Bid. ‡Asked.

## HOGS.

Prime light butchers.....	\$6.45	@ 6.90
Fair to fancy light.....	6.40	@ 6.75
Prime med. weight butchers, 240-270 lbs.....	6.75	@ 7.00
Prime heavy butchers, 270-310 lbs.....	6.60	@ 6.95
Heavy mixed packing.....	6.35	@ 6.80
Rough heavy packing.....	6.20	@ 6.50
Pigs, fair to good.....	5.50	@ 6.90
*Stags.....	6.00	@ 6.75

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Native ewes, fair to good.....	\$5.25	@ 6.65
Western fed ewes.....	2.50	@ 6.85
Yearlings.....	7.50	@ 9.00
Wethers, fair to choice.....	6.00	@ 7.25
Native lambs.....	9.00	@ 10.35
Fed western lambs.....	9.50	@ 10.50

## CHICAGO PROVISION MARKET

## Range of Prices.

## SATURDAY, JANUARY 8, 1916.

## Open. High. Low. Close.

PORK—(Per bbl.)—			
January.....	\$18.62½	\$18.65	\$18.57½
May.....	19.05	19.15	19.02½

LARD—(Per 100 lbs.)—			
January.....	10.22½	10.25	10.17½
May.....	10.45	10.52½	10.37½
July.....	10.75	10.80	10.73½

RIBS—(Boxed, 25c. more than loose)—			
January.....	10.45	10.45	10.37½
May.....	10.75	10.80	10.75

## MONDAY, JANUARY 10, 1916.

PORK—(Per bbl.)—			
January.....	18.85	18.85	18.75
May.....	19.25	19.30	19.20

LARD—(Per 100 lbs.)—			
January.....	10.32½	10.52½	10.30
May.....	10.57½	10.85	10.52½
July.....	10.72½	10.95	10.70

RIBS—(Boxed, 25c. more than loose)—			
January.....	10.37½	10.47½	10.37½
May.....	10.85	10.90	10.80

## TUESDAY, JANUARY 11, 1916.

PORK—(Per bbl.)—			
January.....	18.90	18.90	18.85
May.....	19.40	19.50	19.32½

LARD—(Per 100 lbs.)—			
January.....	10.32½	10.52½	10.30
May.....	10.57½	10.85	10.52½
July.....	10.72½	10.95	10.70

RIBS—(Boxed, 25c. more than loose)—			
January.....	10.37½	10.47½	10.37½
May.....	10.85	10.90	10.80

## WEDNESDAY, JANUARY 12, 1916.

PORK—(Per bbl.)—			

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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers	14	@15
Good native steers	13½	@14
Native steers, medium		@12½
Heifers, good	10	@11
Cows	9	@10½
Hind Quarters, choice	16	@11
Fore Quarters, choice	11	

## Beef Cuts.

Beef Tenderloins, No. 1	30	@22
Beef Tenderloins, No. 2	24	@19
Steer Loins, No. 1	24	@21
Steer Short Loins, No. 1	31½	@18
Steer Loins, No. 2	24	@21
Steer Short Loins, No. 2	24	@21
Cow Loins	11	@13
Cow Short Loins	13	@16
Steer Loin Ends (hips)	18	@12
Cow Loin Ends (hips)	14	@14½
Sirloin Butts, No. 3	10	@14
Strip Loins, No. 3	14	@14
Steer Ribs, No. 1	17	@17
Steer Ribs, No. 2	16	@16
Cow Ribs, No. 1	13½	@12½
Cow Ribs, No. 2	12	@9
Ribs	13½	@11½
Steer Rounds, No. 1	10	@10
Steer Rounds, No. 2	10	@10
Cow Rounds	9	@14½
Flank Steak	10	@12½
Rump Butts	10	@12
Steer Chucks, No. 1	10	@10½
Steer Chucks, No. 2	9	@10
Cow Chucks	7½	@9
Boneless Chucks	9	@8
Steer Plates	8	@8
Medium Plates	7½	@10
Briskets, No. 1	9	@9
Briskets, No. 2	7	@12½
Shoulder Clods	7	@7
Steer Naval Ends	6½	@6½
Cow Naval Ends	6½	@5½
Fore Shanks	6½	@5½
Hind Shanks	5½	@5½
Hanging Tenderloins	5	@5
Trimmings	8½	

## Beef Offal.

Brains, per lb.	4½	@6
Hearts	6	@17
Tongues	20	@17
Sweetbreads	10	@8½
Ox Tail, per lb.	15	@4½
Fresh Tripe, plain	15	@5½
Fresh Tripe, H. C.	8	@8
Livers	5	@5
Kidneys, each		

## Veal.

Heavy Carcass, Veal	12	@14½
Light Carcass	14	@15½
Good Carcass	15	@15½
Good Saddles	15	@17
Medium Racks	12	@12
Good Racks	14½	

## Veal Offal.

Brains, each	6½	@6
Sweetbreads	60	@27
Calf Livers	26	@25
Heads, each		

## Lambs.

Good Caul Lambs	15	@16½
Round Dressed Lambs	16½	@16½
Saddles, Caul	16½	@16½
R. D. Lamb Forces	15	@16
Caul Lamb Forces	14	@16
R. D. Lamb Saddles	18	@20
Lamb Fries, per lb.	4	@4
Lamb Tongues, each	12	@12
Lamb Kidneys, per lb.	12	@12

## Mutton.

Medium Sheep	11	@13
Good Sheep	12	@13
Medium Saddles	12	@15
Good Saddles	11	@10
Medium Racks	13½	@13½
Mutton Legs	9	@9
Mutton Loins	7½	@7½
Mutton Stew	2½	@2½
Sheep Tongues, each	10	@10
Sheep Heads, each	10	@10

## Fresh Pork, Etc.

Dressed Hogs	10	@10½
Pork Loins	11½	@11½
Leaf Lard	10½	@10½
Tenderloins	23	@23
Spare Ribs	8	@10½
Butts	8	@10½
Hocks	8	@10½
Trimmings	8	@10½
Extra Lean Trimmings	13	@13
Tails	5	@7½
Snots	5	@5
Pigs' Feet	13½	@3½
Pigs' Heads	5	@6
Blade Bones	9	@9
Blade Meat	8	@8
Cheek Meat	3½	@3½
Hog Livers, per lb.	3½	@3½
Neck Bones	3½	@3½
Skinned Shoulders	10	@10½
Pork Hearts	6	@6
Pork Kidneys, per lb.	5½	@5½
Pork Tongues	12½	@5½
Slip Bones	5	@5½
Tail Bones	5½	@5½
Brains	10	@10½
Backfat	13½	@13½
Hams	9½	@9½

## THE NATIONAL PROVISIONER.

## 39

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Bellies	15	@15
Shoulders	10	@10

## SAUSAGE.

Columbia Cloth Bologna	10	@10
Bologna, large, long, round, in casings	10	@11
Choice Bologna	11½	@11½
Frankfurters	14	@14
Liver, with beef and pork	14	@14
Tongue	12	@12
Minced Sausage	12	@12
Luncheon Sausage, cloth paraffine	12	@12
New England Sausage	12	@12
Prepared Luncheon Sausage	12	@12
Special Compressed Sausage	12	@12
Berliner Sausage	12	@12
Oxford Butts in casings	12	@12
Polish Sausage	12	@12
Garlic Sausage	12	@12
Country Smoked Sausage	12	@12
Farm Sausage	12	@12
Pork Sausage, bulk or link	12	@12
Pork Sausage, short link	12	@12
Boneless lean butts in casings	12	@12
Luncheon Roll	12	@12
Delicatessen Loaf	12	@12
Jellied Roll	12	@12

## Summer Sausage.

Best Summer H. C. (new)	25½	@25½
German Salami	21	@21
Italian Salami (new goods)	25½	@25½
Holsteiner	16	@16
Mettwurst	14	@14
Farmer	20½	@20½

## Sausage in Brine.

Bologna, kits	1.45
Bologna, ¼@½ lbs.	2.20@8.50
Pork links, kits	2.60@8.90
Pork links, ¼s@½s	2.50@9.25
Pork sausage, kits	2.70@10.00
Frankfurts, kits	2.00@7.25
Frankfurts, ¼s@½s	2.00@7.25
Blood sausage, kits	2.00@7.25
Blood sausage, ¼s@½s	2.00@7.25
Liver sausage, kits	2.00@7.25
Head Cheese, kits	2.00@7.25
Head Cheese, ¼s@½s	2.00@7.25

## CORNED, BOILED AND ROAST BEEF.

No. 1, 2 doz. to case	2.60
No. 2, 1 or 2 doz. to case	4.15
No. 3, 1 doz. to case	4.50
No. 4, ½ doz. to case	41.50

## EXTRACT OF BEEF.

Per doz.	2.60
2-oz. jars, 1 doz. in box	2.60
4-oz. jars, 1 doz. in box	5.00
8-oz. jars, ½ doz. in box	9.50
16-oz. jars, ½ doz. in box	17.75

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	19.50
Plate Beef	19.00
Prime Mess Beef	19.00
Mess Beef	18.00
Beef Hams (220 lbs. to bbl.)	—@22
Rump Butts	22.00
Mess Pork, old	19.25
Mess Pork, old	23.00
Clear Fat Backs	22.00
Family Back Pork	17.00
Bean Pork	17.50

## LARD.

Pure leaf, kettle rendered, per lb., tcs.	13½
Pure lard	11½
Lard, substitute, tcs.	10½
Lard, compound	10½
Cooking oil, per gal., in barrels	10½
Cooks' and bakers' shortening tubs	11½
Barrels, ¼c. over tapers, half barrels, ¼c. to 1c. over tapers	11½
Barrels, ¼c. over tapers, half barrels, ¼c. to 1c. over tapers	16@22
Cartons, rolls or prints, 1 lb.	16@22
Cartons, rolls or prints, 2@5 lbs.	16@22½
Shortenings, 30@60 lb. tubs	12½@15½

## DRY SALT MEATS.

(Boxed, loose are ¼c. less.)	13½
Clear Bellies, 14@16 avg.	13½@20 avg.
Rib Bellies, 20@25 avg.	13½@25
13	@9½
Fat Backs, 10@12 avg.	10@10½
Fat Backs, 12@14 avg.	12@11½
Fat Backs, 14@16 avg.	14@12½
Extra Short Clears	12@12½
Extra Short Ribs	12@12
D. S. Short Clears, 20@25 avg.	12@13
Batts	9
Bacon meats, 1½c. more	9@9

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	17
Hams, 16 lbs., avg.	17½
Skinned Hams	19
Calves, 4@6 lbs., avg.	11
Calves, 6@12 lbs., avg.	10½
Hog Livers, per lb., avg.	13½
Breakfast Bacon, fancy	23½
Wide, 10@12 avg., and strip, 3@6 avg.	15½
Wide, 6@8 avg., and strip, 3@4 avg.	15½
Rib Bacon, wide, 8@12, 4@6 avg.	12

## Dried Beef Sets.

## Dried Beef Inside.

## Dried Beef Knuckles.

## Dried Beef Outsides.

## Regular Boiled Hams.

## Smoked Boiled Hams.

## Boiled Calas.

# Retail Section

## THE SUCCESSFUL MERCHANT.

**EDITOR'S NOTE.**—This is the second of a series of short inspirational articles for dealers and clerks, written for The National Provisioner by William Arthur.]

### Suggestions.

Not many years ago every business man was satisfied if his employees attended to the routine of their special tasks. Merchants and manufacturers thought it was beneath their dignity to accept advice on the conduct of their business from their subordinates. So did retail dealers.

Today, however, we find the most progressive concerns in the country encouraging suggestions from employees, and in many cases offering to pay for them. The National Cash Register Company, one of the first firms in the country to organize a suggestion department, has often sent employees to Europe as rewards for good suggestions.

No merchant can afford to overlook the ideas of his employees in the management of his business. A standing offer of 50 cents a week in a small store, or \$1 to \$5 a week in a large store, for the best suggestion received, will accomplish wonders. In the course of a year the dealer undoubtedly will receive suggestions that will save him hundreds of dollars.

It was the result of a suggestion of a clerk that one of the first absolutely sanitary meat markets was built. The clerk realized that tile walls and floor, glass cases for the display of meat, and scrupulously clean meat blocks would be a great trade stimulus.

The clerk's employer was wise enough to adopt that suggestion. As a result his income has trebled! And he was only one of many.

WILLIAM ARTHUR.

### GIVE CUSTOMERS WHAT THEY ASK.

A few years ago it was quite a general complaint of customers of meat markets and grocery stores that they were made to take and pay for more than they really wanted; that is, they were placed in such a position that they could not help doing this. Undoubtedly, in the majority of instances there was no intention of sharp practice on the part of the dealer.

On the other hand, undoubtedly, there were dealers who made it a business to swell their sales in the manner described thus. Supposing a customer went into the grocery and asked for a pound of cheese or into the market and asked for a pound of steak. In both these cases the article had to be cut from a large body—from the cheese or from the joint of beef.

Now, of course, in filling such an order the grocer or the marketman must really guess out what he is doing. He could not be expected, of course, to cut exactly to the fraction of an ounce a pound of cheese, or exactly to the fraction of an ounce a pound of steak, but that is his business, and it being his business and having the experience of long practice and presumably being a man of judgment, he should be able to come so nearly to cutting the weight desired by the customer that the customer would find no fault,

whether it fell a trifle short or was a trifle more than ordered.

The cases complained of—and we used to hear it frequently—were that instead of there being seventeen or eighteen ounces of cheese when a pound was asked for there would be a pound and a half or above that, and that instead of a pound of steak there would be a pound and a half or a pound and three-quarters. This the customer objected to because, in the first place, he did not want the quantity, and in the second place he did not wish to pay for a quantity larger than he had in mind and ordered.

No doubt, as we have intimated, in certain instances this was a deliberate practice to sell more goods, but no good business man, no grocer or marketman in his right mind would for a moment think of resorting to any such subterfuge.

We mention this not because we believe that what we have tried to describe was ever practiced or that it was ever intended to be, or that it was deliberate, except in rare instances. We speak of it in order to impress upon grocers and marketmen what we consider the great desirability of serving a customer with just what he wants, or as nearly as possible, and, if for any good and sufficient reason it is impossible to do so, that explanation be made such as to satisfy the customer that he is receiving a square deal and that his patronage is appreciated.

It may be stretching the imagination a little, but the principle is good that "The customer is always right." Of course he is not always right, but let him think so. It flatters his vanity, increases his dignity and it brings buffalo nickels into the till of the merchant.—New England Tradesman.

### LOCAL AND PERSONAL.

The meat market of Lowry & Barkdoll, at the corner of Cleveland avenue and Park street, Waynesboro, Pa., has been damaged by fire.

The meat and grocery market at 413 South Main street, Easton, Pa., formerly conducted by John M. Reynolds, has been sold to Harry McMullen.

The meat market in Beecher Falls, Vt., conducted by Mr. Seward, has been purchased by Mr. Dragon, of Manchester, N. H.

A meat market has been opened in connection with the Boston Cash Grocery on Atkinson street, Bellows Falls, Vt., by P. J. Keane. The meat department will be managed by W. F. Frieneau.

A meat market has been opened on Center street, between Washington and Water street, Bath, Me.

Lemuel H. Eames, formerly in the meat business, died at his home, at the corner of Elm street and Maple avenue, Andover, Mass.

Aaron Madish's butcher shop at 1112 Ritten street, Philadelphia, Pa., has been destroyed by fire.

The butcher shop at 4421 Maine street, Manayunk, Pa., owned by Mrs. Mary A. Felin, has been damaged by fire.

Oliver Goodrich has purchased the meat

business formerly conducted by Luther Jacobs at Richford, Vt.

Mrs. A. P. Deisch and G. Buchman have formed a partnership and will open a meat market at 24 West Second street, Peru, Ind.

James S. Brauer, 62 years old, a pioneer in the butcher business in Richmond, Va., died at his home, 715 Mosby street, Richmond, after a long illness.

A meat market has been opened in Montpelier, Vt., by H. O. Kent.

N. E. Storm has moved his meat business to a new location in Canaan, Conn.

The Meat Cutters' and Butcher Workmen's Local No. 95, Rochester, N. Y., elected the following officers for the coming year: President, George R. Lawrence; vice-president, Alexander Cunningham; recording secretary, Frank Perry; financial secretary, Charles Dunn and treasurer, John G. R. Geier.

Mart A. Goodhart, the butcher, has purchased the property at 263 West South street, Carlisle, Pa., from the estate of James R. Means. It is reported that Mr. Goodhart will erect a slaughterhouse on this property.

David T. Way, formerly a meat merchant in Washington Market, died at his home in Mount Vernon, N. Y., in his seventy-ninth year.

Max Cypen has moved his meat business to the Zorger Building, Clinton, Ill.

Daniel J. Donovan, formerly the mayor of Meriden, Conn., has purchased the City Market at 21 East Main street, Meriden, Conn., from Maurice O'Brien.

Ardy Buoy has opened a butcher shop in Ames, Kan.

J. O. McClay has opened a meat market in connection with his grocery store at Fifth and Main streets, Osawatomie, Kan.

Frank Hahler has purchased the interest of Jos. Hahler in the Central Meat Market, Sidney, Neb.

Newcom & Frazenberg have opened the old Bothenkamp meat market, Arlington, Neb.

S. S. Luther, of Orleans, has purchased the meat market of George Newland, Oxford, Neb.

Walter Larsen has leased the Independent Market, North Yakima, Wash., and will add groceries.

H. M. Hoerner has opened a meat market in the Jones grocery store, St. Johns, Mich.

The meat market of Thompson Bros., Scotts, Mich., was recently burglarized of a considerable amount.

The C. F. Smith Co., Detroit, Mich., has been incorporated with a capital stock of \$300,000, to handle an already established meat and grocery business.

Fire destroyed S. C. Phillips' meat market on South Sixth street, Beatrice, Neb.

A new meat market has been opened in Griggsville, Ill., by McHose & Kircher.

B. H. Lueken has opened a meat market in Neoga, Ill.

A meat market will be opened in Keokuk, Iowa, by E. L. Briddick, of Buehler Bros., Quincy, Ill.

H. S. Melroy will open a meat market in Tiffin, Ohio.

A meat market has been opened on 24th street, near Eighteenth avenue, Rock Island, Ill., by W. A. Warren.

A banquet was held in the Hotel Anderson, Pittsburgh, Pa., by the Retail Butchers' and Meat Dealers' Association of Allegheny County on January 6.

Fire of unknown origin completely destroyed the butcher shop of Louis Bentzine, Pennsylvania and Lawrence avenues, Leavenworth, Kan.

Daniel Koenig, a former butcher of West Hazelton, Pa., has again entered the sausage business.

A meat market has been opened in Auburn, N. Y., by E. E. Siegfried.

H. P. Lemper, who was formerly in the saloon business at 2938 Jackson street, Dubuque, Ia., will open a meat market.

Wiram Morse, who for the past two years has conducted the Chelsea Sanitary Meat Market, Barre, Vt., has sold his market to M. E. Guertin, of Glens Falls, N. Y.

The Spasser Grocery and Meat Market Company, St. Louis, Mo., has been incorporated with a capital stock of \$2,500. The incorporators are: Abraham Spasser, Samuel Finkelstein, Benjamin Spasser, M. Finkelstein and B. B. Craven.

Martin E. Lombard, for many years in the meat and grocery business on Albany avenue, Hartford, Conn., died at his home, 15 East street, Hartford, after a stroke of apoplexy.

F. C. Weber has sold out the Peninsular Meat Market, Jackson, Mich., to W. F. Bosson.

Woodward & Kreker have succeeded to the meat business of P. S. Woodward & Co. in Milan, Mich.

The Saginaw Beef Company, Jackson, Mich., has purchased the sausage manufacturing business of Richard Wirsing, and Mr. Wirsing will continue as manager.

The Ukrainian Market, Grand Rapids, Mich., has been organized with a capital stock of \$2,000.

The Standard Market & Grocery Company has opened for business at Ocean Park, Cal.

The meat market of E. D. Herron, 6232 Santa Monica Boulevard, Colegrove, Cal., has been damaged by fire.

Doc Hockett has sold out his butcher shop in Mt. Hope, Kan.

W. J. Ohlinger has sold his interest in the meat firm of D. Ohlinger & Sons, Jewell City, Kan.

Lem Lutz has purchased the butcher shop in South Haven, Kan., of Howard & Smith. C. Ruffini is erecting a building in Lehigh, Okla., and will open a butcher shop therein.

W. S. Bradford is soon to engage in the meat business at McLouth, Kan.

R. O. Crouse has purchased the meat and grocery store, Beattie, Kan., which J. D. Burnside has been operating here for sixteen years.

Scribner & Hayes have purchased the meat business in Sulphur, Okla., of Cunningham & Givens.

Ed. Willard has opened up a butcher shop in Medrana building, Cyril, Okla.

A new meat market has been opened at 307 North Main street, Crookston, Minn., by Dupuis Bros.

Fritz Luer has sold his meat market in Alton, Ill., to George Butts, of Jerseyville, Ill.

Joseph Ashburn has sold his meat market in Auburn, Ind., to Howard and L. Hilkey.

A new meat market will be opened at Magazine and Ridge streets, Sault Ste. Marie, Mich., by the Moher Meat & Provision Co.

A new meat market has been opened at 260 Center street, Meriden, Conn., by Nathan Levin and Nathan Becker. Mr. Levin was

formerly manager of the Arinofsky market on Pratt street.

Charles E. Price has sold his meat market on Jefferson street, Russellville, Ark., to August Lueker.

Madigowsky Brothers, of Ansonia, Conn., have opened a new meat market in the Dwight building on Main street, Seymour, Conn., as a branch of the Howard avenue market in Ansonia.

Elmer Betts and John Robertson have purchased the grocery and meat market in Red Creek, N. Y., formerly conducted by H. Perkins.

George H. Johnson has sold his meat market in Canton, Me., to A. R. Eastman.

A new meat market has been opened at 239 Belgrave avenue, North Mankato, Minn., by J. P. Schweitzer.

Extensive alterations will be made to the market in Coal City, Ill., conducted by John Trotter & Sons.

The new Euclid-Forty-Sixth Street Market in Cleveland, Ohio, was opened to the public on Saturday, January 8, with Charles Jamp as superintendent.

A meat market has been opened in Enid, Okla., by H. W. Mosher, of Franklin, Neb.

Stephen and Nelson Day have purchased the City Meat Market in Pomona, Kan., from J. A. Little.

The business of the Sanitary Meat Market has been moved to a new location in Jennings, Okla.

The Kenley Meat Market in Skedee, Okla., has been purchased by J. L. Sled.

The Idabel Meat Market, Idabel, Okla., has been purchased by Julius White.

The West End Meat Market in Lawrence, Kan., has been reopened with Albert Oswald as proprietor.

The City Meat Market in Hydro, Okla., formerly conducted by Mr. Kingslover, has been purchased by H. G. Zahn and S. E. London.

The City Meat Market, Bartlesville, has been purchased by Homer T. Hendrickson, who is connected with the Waukesha Grocery.

#### HIDE AND SKIN MARKETS.

(Continued from page 30.)

**SHEEP PELTS.**—Sheepskins continue to display a firm front. Detroit reported movement in heavy open wool skins as high as \$2.30 for sheep. Local packer sheep and lambskins of current take-off sold at \$2.12½ green, or on a \$2.15 basis for cured stock. Omaha sheep and lambskins brought \$2.07½ this week. Other river markets did not report business. Country sheep and lambskins are quoted at \$1.25@2.00 average as to quality. Dry western pelts are quiet at 20@21c. nominal for business.

#### Kansas City.

The trading for the week will figure up in the neighborhood of 40,000 hides, although the bulk of the sales were not consummated until the tail end of the week. Taken as a whole, the market is considered a shade firmer since the turn of the year, as witness two of the packers securing 19½ for heavy Texas, being ½c. advance over the previous trading, that were straight Decembers, however, the 19½c. hides contained October, November as well as Decembers, and consequently intrinsically worth more. Heavy native cows sold at 21c.,

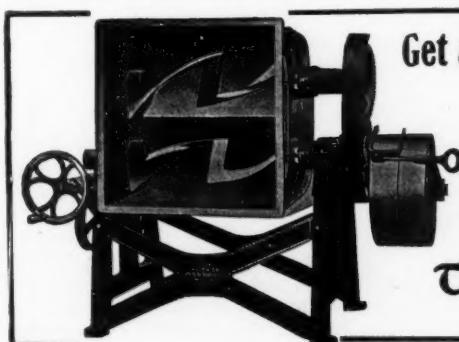
which is a steady price. A few butt brands brought equivalent to 19c., that were October, November and early December, which is ½c. advance, as compared with the last previous trading of all Decembers at 18½c. Another lot of June to January very light average brought 20c., but are understood are going to be used as substitute for native steers, and are not going into sole leather. The three packers who declined the prices at which the two other packers cleaned out the previous week, are still quite firm in their views, and seem to feel there will be a good demand for all the hides they have previous to January 1, at very close to their asking prices; viz.: Native steers all the way from 22½c., last sale price, to 23½@24c. asked by some packers. Butt brands, 19@19½c.; Texas, 19½c.; Colorados, 18@19c.; heavy native cows, 21@22c.; light native cows, 20½@21c. Branded cows not in plentiful supply, held 20½@21c.; native bulls around 20c.; branded bulls, 16½@17c.

When it comes to January hides, it is generally thought the two packers who have been taking the lead in selling Decembers at lower prices, will very likely continue the same policy during January, although we understand they are holding firm at December prices for their January hides, especially native stock, as there is a grub selection on January, which was not the case on the Decembers, and as long as these two packers have their January hides for sale, it is not likely that the other packers will be able to get any more than these two packers are willing to sell for. All the packers report considerable more inquiry for hides and it looks as though tanners who were hesitating to purchase previous to the turn of the year are now finding it necessary to pay full asking prices, especially for what desirable free of grub hides there are still left unsold.

#### New York.

**PACKER HIDES.**—The packer market here is a waiting one. Packers cannot get tanners to make a bid and therefore very little trading results. Packers on the other hand are fairly sold out on most selections, and as the kill is running normal with cellars bare, feel they can afford to wait until the market stiffens. The late sales in the west last Saturday show a somewhat better feeling. Then again the high freight rates that have advanced on dry and wet salted hides from South America helped make the domestic market "bullish." Buyers of South American hides are finding it a difficult matter to obtain vessel-room for immediate shipment, even at the higher rates, and packers feel this is a point in their favor. Native steers are nominally quoted at 22@22½c. inside nearer for business; butt brands are held at 18½c. with last sales at 18c.; Colorados 17½@18c.; cows all weights, 20c.; native bulls at 18@18½c. One packer refused 18c. for a few cars late November and December native bulls. Small packers are quiet with no trading noted last week. Brooklyn packers are holding December native cows all weights at 19½@20c., but prominent operators are inclined to think that a bid of 19c. would not be refused.

**CALFSKINS.**—The packer calfskin market was active and stronger this week. Sales were made on higher levels than previously quoted. Lighter weight skins are bringing a premium. One packer sold a car of 5,000 January calf and kip, 7@8 lb. at \$2.75; 9@12 lb. at \$3.20;



#### Get an "L-S" and be Satisfied

So many sausage makers prefer this machine that the prospective buyer would do well to find the reason. Here it is. Perfect mixing efficiency, easy to operate, utmost durability. The "L-S" runs smoothly with little power, does not leak and discharges itself at convenient height. Join the army of satisfied users. Be sure it's an "L-S." "Vastly copied, but never equalled."

The Lynn-Superior Co.  
Cincinnati, Ohio

12@17lb. at \$4.20. Also 1,200 January 5@7 lb. at \$2.30. New York Cities are now quoted as follows: 5@7 lb. at \$2.25@2.30; 7@9 lb. at \$2.75@2.80; 9@12 lb. at \$3.20@\$3.25. The country calfskin market is nominal in absence of sales. Offerings are light with prices unchanged. Holders are quoted 5@7 lb. at \$1.85@1.90; 7@9 lb. at \$2.45@\$2.50; 9@12 lb. at \$2.85@\$2.90.

**COUNTRY HIDES.**—There is not much snap in the country market at the present time. Dealers are holding buffs at 17c. and extremes at 19c., with buyers' views about a 1/4c. less for business. One large tanner reports buying early in the period a car of outside hides 25 lbs. and up at 17c., selected, delivered tannery, also a car western Pennsylvania buffs at 17c., and since claims to have bought a car of western hides 25 lbs. and up at 16 1/4c. and a car of extremes out of first salt at 18 1/4c. The general asking price at Ohio and middle western points are 17 1/4c. for buffs and 19 1/4c. for extremes. Buyers are not interested in heavy weights, such as cows and steers. Generally speaking, the tanner is the boss of the situation at present and taking full advantage of his position.

**DRY HIDES.**—The past week has been slow with some small scattering sales of common dry hides, but no sizable transactions as yet reported. Early in the period there were inquiries from sole and upper leather tanners for light weight hides, such as Central Americans and wet salted Chilians. Brokers claim they were unable to make any large sales account of the trouble experienced in disinfecting all hides unless accompanied by consular invoice properly indorsed by an American Consul at point of shipment, stating that hides did not originate in an anthrax district. The total trading for the week was about 4,000, with the following descriptions moving, 2,800 Puerto Cabelllos at 30 1/4c., 200 Salvadors at 30c., and 1,000 Central Americans at 29c.

**WET SALTED HIDES.**—Approximately about 66,000 hides comprised the week's activity, at higher prices in the frigorifico market. The bulk going to American tanners and a few thousand to Europe. The sales were well divided among all the killers. Sansinena sold 12,000 steers December salting at 23 1/4c. and 2,000 cows at 23 1/4c. early in the period. Later in the week cable advices were received that La Plata sold 16,000 steers, La Blanca 5,000 steers and Sansinena 4,000 steers at 23 1/2c., also Armour 13,000 at 23 1/4c. and Argentina 6,000 at 23c., Montevideo 8,000 at 22 1/4c. The unsold stock reported last week was close to 42,000 hides. The last advices received from South America report freight rates have advanced to \$50.00 per ton on wet salted hides and \$4.50 per cwt. on dry hides. Mexican hides are quiet with the market unchanged. The nominal quotation for coast Mexicans are 19c. A block of 3,500 Chilians sold at 18 1/2c. Vera Cruz hides are unchanged and nominally quoted at 18 1/2c. to 19c. Havanas and Santagos at 17@17 1/4c.

#### Boston.

The domestic hide market is quiet. The last few days have been a little more active and the market is taking on a stronger tone, principally, it is believed, because of the increase in freight rates on South American hides. Western buffs from the region of Ohio and Indiana are held at 17 1/2@18c. selected, but no sales have been reported recently at these figures. Tanners' ideas are slightly below and some say that they can buy buffs at 17c. The majority of shippers, however, are firm in their views. Western extremes are held at 19 1/2@20c. selected, with sales at both figures. The southern market is steady. A car of far southerns is reported to have moved at 16 1/2c. flat for country hides, while from the larger cities the price is up to 17c. Northern southerns bring around 17 1/4@18c., with the inside price for business.

There is no let-up in the demand for calfskins in Boston. Very little stock is coming into this market and when there is sufficient accumulated to make a sale dealers have no trouble in disposing of it. Quotations are unchanged. Last sales were made on the basis of \$1.40 for 4@5's; \$1.90, 5@7's; \$2.50, 7@9's; \$2.90, 9@12's; \$3.75, 12@16's.

## New York Section

R. H. Hull, manager of Swift & Company's soap department at Boston, was in New York this week on business.

H. Hogue, of Morris & Company's local provision department, returned this week from a short Western trip.

W. J. Russell, jr., of Swift & Company's branch house department at Chicago, returned West early this week after a visit to New York.

Richard Webber, head of the house of that name, has been ill at his home in New Rochelle with the grippe, but was this week able to return to business.

Swift & Company's sales of beef in New York City for the week ending January 8, 1916, averaged as follows: Domestic beef, 10.73 cents per pound.

Manager T. C. Sullivan of Swift & Company's provision department in New York and Credit Manager A. C. Dean of the New York office were pilgrims to Chicago during the past week.

John Morrell & Company, of Ottumwa, Iowa, under its Delaware charter has filed authorization for its New York business, designating E. O. Gibbs of No. 620 West 36th street as its representative.

L. H. Heymann, secretary of Morris & Company and head of the branch house department, made a visit to New York this week, where he always has to spend a lot of time greeting old friends and associates of his former residence here.

Health Department officials held a conference this week with officers of the Hebrew Kosher Butchers' Association with a view to an understanding concerning the enforcement of the sanitary code in the sale of meats, etc., in kosher shops.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending Saturday, January 8, 1916, by the New York City Department of Health: Meat.—Manhattan, 5,824 lbs.; Brooklyn, 22,594 lbs.; The Bronx, 460 lbs.; total, 28,878 lbs. Fish.—Manhattan, 2,562 lbs.; The Bronx, 600 lbs.; total, 3,162 lbs. Poultry and Game.—Manhattan, 3,670 lbs.; Brooklyn, 50 lbs.; total, 3,720 lbs.

The Retail Butchers' Fat Rendering Company, of New York City, held its annual stockholders' meeting last Tuesday evening at Tuxedo Hall, 59th street and Madison avenue. There was a good attendance. Addresses were made by President E. F. O'Neill, Secretary Young, Treasurer George H. Shaffer and the other officers, and the reports showed satisfactory condition of the company's affairs.

The following directors were re-elected for

the ensuing year: Charles Krupp, George H. Shaffer, Jacob Bloch, Louis Goldschmidt, Christian Schuck, Charles Young, Frederick Wehnes, O. Edward Jahrsdoerfer, Henry Himstedt, E. F. O'Neill and Herman Kirschbaum. Officers for the coming year will be chosen at the next meeting of the directors.

#### FOOD DEALERS ELECT OFFICERS.

The annual meeting of the Allied Food Merchants Association was held on Wednesday evening, January 12, at the Hotel Manhattan. There was a large attendance of members, including many retail meat dealers, and legislative and other vital topics were discussed at length.

Annual reports of officers were presented and accepted, showing the organization to be in vigorous condition and ready for more advanced work.

The report of the nominating committee was accepted and the following officers were unanimously elected: President, William Webber; vice presidents, Joseph Schloss, Charles Haslop, Jacob Bloch, August Grimm, George H. Stege; treasurer, James A. Davey; financial secretary, Samuel Bloch; general secretary, Louis S. Rappaport; directors: John Steneck, Henry Minners, Jacob Meyers, George Pfahler Jr., Philip Storminger, John F. Healy, Herman M. Plump, Samuel Brown and Joseph Buxbaum.

#### EAST SIDE BUTCHERS ENTERTAIN.

The most famous and anxiously awaited social event in the local retail meat world has come and gone, leaving the most pleasurable recollections to all who attended, and regret in the minds of those who could not attend. It was the twenty-second annual entertainment and ball of the East Side Branch, United Master Butchers of America, at Palm Garden, on the evening of January 6. This popular branch surely does know how to do things up right, and as the years come and go, their big event seems to grow in popular favor, until it appears that no room for improvements can be found. Credit is due to the officers and various committees for their hard work.

The night of January 6 saw the big hall beautifully decorated in white and gold, with "Old Glory" in profusion, adding to the impressiveness. All the world of meat men and their affiliated brethren were there, with their families, all of whom hugely enjoyed the fine entertainment.

Needless to say, it did not take long to clear the floor for the eager dancers, and despite the big throng all hands got together and had the time of their lives. No society event was ever pulled off with more eclat, and no gathering of bon monde or haut monde can show more beautiful women, more magnificent toilettes, or blazing jewels.

It was long after 4 a. m. when the last couples left the floor and regretfully said their adieus.

Committees in charge of the event were: Floor Committee.—Arthur Baldwin, floor manager; George W. Diggins, assistant floor manager; Jerome Hauser, Henry Schwander, Jos. Meyer, Theo. Lehman, Ben Stern, Jos. Bashan, Camille Blum, Chas. Behr, Arthur

G. Kahn, I. Salinger, Chas. Sternfels, Gus Buxbaum, B. B. Goldschmidt, Sydney Cohn, Chas. Wilkenloh, Sam Blum, Herman Bloch, Geo. Valentine, A. Reichenberg, Louis Ratz, Jos. Peters, Con. Lickel.

Press Committee.—George Thomson, Wm. H. Hornidge, Charles Young.

Reception Committee.—Louis Goldschmidt, chairman; Moe Heins, Herman Levy, Sol. Haas, Emil S. Half, Jac. Schmidt, Eugene Weiblin, Chas. Krey, Herman Stein, Louis Buxbaum, Louis Oppenheimer, Arnold Kallman, Richard Webber, Jos. Heim, Jac. Bloch, Leonard Baldwin, Adolph Buxbaum, Jos. Buxbaum.

Officers of the Branch are: August F. Grimm, president; Arthur Ochs, first vice-president; Joseph Buxbaum, second vice-president; Moe. Heins, treasurer; Nathan Rosenau, financial secretary; William H. Hornidge, recording secretary; Sig. Ornstein, sergeant-at-arms.

Among those in the boxes and on the floor were the following:

Boxes Nos. 1 and 2, representatives of the S. & S. Co., including Sol London and Louis Joseph; Box No. 3, Geo. Thompson; Box No. 4, W. H. Hornidge; Box No. 5, Louis Goldschmidt; Box No. 6, Arthur Ochs; Box No. 7, Jacob Bloch; Box No. 8, Baldwin Bros.; Box No. 9, Richard Webber; Box No. 10, Sol. Haas; Box No. 11, Brooklyn Association; Box No. 12, Jacob Frank; Boxes Nos. 13 and Box No. 12, Jacob Frank; Boxes Nos. 13 and 14, Jesse Simon and friends; Box No. 15, Charles Grismer and State officers; Box No. 16, Geo. H. Shaffer, Box No. 17, Charles Sternfels, Box No. 18, Bronx and West Side members; Box No. 19, United Dressed Beef Company; Box No. 20, Jos. Buxbaum; Box No. 21, Adolph Buxbaum; Box No. 22, Herman Levy; Box No. 23, Jacob Schmidt; Box No. 24, New York Butchers' Dressed Meat Company; Boxes Nos. 26 and 27, Jos. Heim and friends.

Mr. and Mrs. Mitchell Levy, Mr. and Mrs. M. M. Behrend, Mrs. Strause and Leon A. Kohn, Mr. and Mrs. Louis Joseph, Mr. and Mrs. D. Degen, Mr. and Mrs. S. J. London and daughter, Mr. and Mrs. J. Bauer, Wm. Wirsing and Miss Grappler, Geo. Thompson and daughter, Dr. and Mrs. Van Saun, Dr. Beiser, Mrs. C. V. Van de Carr, Mr. and Mrs. B. Buxbaum and two daughters, Mr. and Mrs. D. Steigerwald and family, Miss T. Bransky, R. Bloch, B. Richmond, M. Meyer, M. Hein, H. Hein, E. D. O'Neil, Chas. Young, Mr. and Mrs. M. Klein, Mr. and Mrs. N. Rosenau, Mr. and Mrs. A. Burg, Mrs. J. Mauch and daughter, Mr. and Mrs. M. Gottschalk, Mrs. A. Hammel and daughter.

Mr. and Mrs. M. Lowenstein, A. Waldman and Miss C. Rosenthal, Mrs. H. Erlanger, Mr. and Mrs. J. Miller, Mr. and Mrs. C. Meyer, Miss Frances Fox, Mr. and Mrs. M. Brenwasser and son, Mr. and Mrs. L. Solomon, Mr. and Mrs. J. Lieberman, Mr. and Mrs. H. Hanau, Miss M. Hanau, F. Fehr, B. Reiner, D. Reiner, Mr. and Mrs. Samuel Marcus and two daughters, Mr. and Mrs. M. Marcus, H. Marcus, Mr. and Mrs. A. Reichenberg, son and daughter, Mr. and Mrs. J. Schmidt and son, Mr. and Mrs. J. Lang, M. Zimmern, Miss H. Reisman, H. Ruhr, A. Strauss, S. A. Kaizer, Bert. Maier, H. Lang, Miss R. Lang, L. Darmstader.

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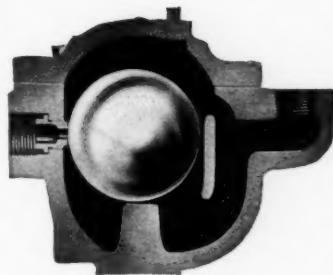
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## A Cover, A Body, "A Ball—that's all." The J-M STEAM TRAP

No steam trap can do more than the J-M Steam Trap. Many cost more.

J-M Steam Traps cost nothing to maintain, too. Having no trouble - making levers, diaphragms, etc., they need no repairs. The only moving part is a seamless, non-attached rolling ball.

The J-M Steam Trap needs no by-pass. No steam leakage.



Write for data in new J-M Steam Trap Bulletin.



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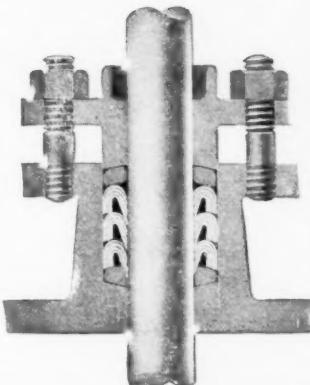
and all large cities

## They Work on the principle of a Stillson wrench—J-M SEA RINGS

A Stillson only grips on "one turn" or stroke, so do sea rings on an engine rod. Note how the steam pressure acts against the hollow space shown in the sectional view and how the flexible lip of the ring is forced against the rod. Just as soon as the steam pressure falls, the pressure of the lip on the rod decreases.

If you figure out the saving that this makes, you will find that there is just one-quarter the wear, one-quarter the friction or power lost, few renewals and long life.

J-M Sea Rings will more than pay their own way in your plant. Why not try them out?



661

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January 15, 1916.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers.....	\$7.85@9.00
Poor to fair native steers.....	6.50@7.75
Oxen and stags.....	5.00@7.75
Bulls.....	4.50@7.00
Cows.....	3.00@6.75
Good to choice steers one year ago.....	8.00@9.50

## LIVE CALVES.

Live calves, com. to prime, per 100 lbs....	8.00@11.75
Live calves, yearlings.....	4.00@ 5.50
Live calves, barnyard, per 100 lbs.....	4.50@ 6.00
Live calves, culs, per 100 lbs.....	7.00@ 7.50

## LIVE SHEEP AND LAMBS.

Live lambs, good to prime.....	10.75@11.15
Live lambs, yearlings.....	—@—
Live sheep, culs.....	—@—
Live sheep, prime.....	6.00@ 6.50

## LIVE HOGS.

Hogs, heavy.....	@ 7.50
Hogs, medium.....	@ 7.50
Hogs, 140 lbs.....	@ 7.60
Pigs.....	@ 7.25
Roughs.....	@ 6.50

## DRESSED BEEF.

Choice native heavy.....	13 1/2@14 1/2
Choice native light.....	13 @ 14
Native, common to fair.....	11 1/2@13

## WESTERN DRESSED BEEF.

Choice native heavy.....	@13
Choice native light.....	@13
Native, common to fair.....	@12
Choice Western, heavy.....	@12
Choice Western, light.....	@11
Common to fair Texas.....	10 @10 1/2
Good to choice beefers.....	@13
Common to fair beefers.....	@10
Choice cows.....	@ 9 1/2
Common to fair cows.....	@ 9
Fleshy Bologna bulls.....	@ 9 1/2

## BEEF CUTS.

Western. City.	
No. 1 ribs.....	@16 @18
No. 2 ribs.....	@14 1/2 @16
No. 3 ribs.....	@11 1/2 @14
No. 1 loins.....	@16 @20
No. 2 loins.....	@14 1/2 @17
No. 3 loins.....	@11 1/2 @15
No. 1 hinds and ribs.....	@15 15 1/2@16 1/2
No. 2 hinds and ribs.....	@13 14 @15
No. 3 hinds and ribs.....	@12 13 1/2@14
No. 1 rounds.....	@11 12 @12 1/2
No. 2 rounds.....	@10 @11 1/2
No. 3 rounds.....	@ 9 1/2 @10 1/2
No. 1 chuck.....	@10 1/2 @12 1/2
No. 2 chuck.....	@10 @11 1/2
No. 3 chuck.....	@ 9 @11

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	
Veals, country dressed, per lb.....	
Western calves, choice.....	
Western calves, fair to good.....	
Grassers and buttermilks.....	

## DRESSED HOGS.

Hogs, heavy.....	@ 9 1/2
Hogs, 180 lbs.....	@ 9 %
Hogs, 160 lbs.....	@10
Hogs, 140 lbs.....	@10 1/2
Pigs.....	@10 1/2

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice.....	@18
Lambs, choice.....	@17
Lambs, good.....	@16
Lambs, medium to good.....	@15
Sheep, choice.....	@13 1/2
Sheep, medium to good.....	@12 1/2
Sheep, culs.....	@11

## PROVISIONS.

(Jobbing Trade.) Smoked hams, 10 lbs. avg.....	18 @18 1/2
Smoked hams, 12 to 14 lbs. avg.....	17 @17 1/2
Smoked hams, 14 to 16 lbs. avg.....	@17
Smoked picnics, light.....	@12 1/2
Smoked picnics, heavy.....	@12
Smoked shoulders.....	@13
Smoked bacon, boneless.....	@16 1/2
Smoked bacon (rib in).....	@15 1/2
Dried beef sets.....	@28
Smoked beef tongue, per lb.....	18 @19
Pickled bellies, heavy.....	@13

## THE NATIONAL PROVISIONER.

## FRESH PORK CUTS.

Fresh pork loins, city.....	@16
Fresh pork loins, Western.....	12 @14 1/2
Frozen pork loins.....	—@—
Fresh pork tenderloins.....	@25
Frozen pork tenderloins.....	@22
Shoulders, city.....	@14
Shoulders, Western.....	@12
Butts, regular.....	@13
Butts, boneless.....	@15
Fresh hams, city.....	@16
Fresh hams, Western.....	@14 1/2
Fresh picnic hams.....	@11

## BONES, HOOFs AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 lbs.....	75.00@ 80.00
Flat shin bones, avg. 40 to 45 lbs. per 100 lbs.....	65.00@ 70.00

Black hoofs, per ton.....	@ 30.00
Striped hoofs, per ton.....	@ 40.00

White hoofs, per ton.....	60.00@ 65.00
Thigh bones, avg. 85 to 90 lbs. per 100 lbs.....	85.00@ 90.00

Horns, avg. 7 1/2 oz. and over, No. 1's.....	125.00@150.00
Horns, avg. 7 1/2 oz. and over, No. 2's.....	@ 75.00
Horns, avg. 7 1/2 oz. and over, No. 3's.....	@ 50.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues.....	11 @13 1/2 c. a pound
Fresh cow tongues.....	8 @10 c. a pound
Calves' heads, scalded.....	.55 @90 c. a piece
Sweetbreads, veal.....	.25 @75 c. a pair
Sweetbreads, beef.....	.25 @30 c. a pound
Calves' livers.....	.25 @25 c. a pound
Beef kidneys.....	.10 @14 c. a pound
Mutton kidneys.....	.10 @10 c. a piece
Livers, beef.....	.11 @13 c. a pound
Oxtails.....	.9 @10 c. a piece
Hearts, beef.....	.7 @8 c. a pound
Rolls, beef.....	.30 @30 c. a pound
Tenderloin, beef, Western.....	.25 @35 c. a pound
Lamb's fries.....	.8 @10 c. a pair
Extra lean pork trimmings.....	.16 c. a pound
Blade meat.....	.13 c. a pound

## BUTCHERS' FAT.

Ordinary shop fat.....	@ 3%
Suet, fresh and heavy.....	@ 5%
Shop bones, per cwt.....	.25 @35

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@90
Sheep, imp., medium wide, per bundle.....	@80
Sheep, imp., medium, per bundle.....	@60
Sheep, imp., narrow, per bundle.....	@40
Hog, free of salt, tcs. or bbls., per lb., f. o. b. New York.....	
Hog, extra narrow selected, per lb.....	
Hog, middles.....	
Beef rounds, domestic, per set, f. o. b. New York.....	
Beef rounds, export, per set, f. o. b. New York.....	
Beef bungs, piece, f. o. b. New York.....	
Beef middles, per set, f. o. b. New York.....	
Beef weasands, No. 1s, each.....	
Beef weasands, No. 2s, each.....	
Beef bladders, small, per doz.....	

## SPICES.

Whole. Ground.	
Pepper, Sing., white.....	22 24
Pepper, Sing., black.....	16 1/2 18 1/2
Pepper, Penang, white.....	19 21
Pepper, red.....	27 30
Allspice.....	5 1/2 7 1/2
Cinnamon.....	16 20
Coriander.....	5 1/2 7 1/2
Cloves.....	22 25
Ginger.....	20 23
Mace.....	66 70

## SALT PETRE.

Refined.....	.36 @38
GREEN CALFSKINS.	
No. 1 skins.....	@ .28
No. 2 skins.....	@ .26
No. 3 skins.....	@ .18
Branded skins.....	@ .22
Ticky skins.....	@ .22
No. 1 B. M. skins.....	@ .26
No. 2 B. M. skins.....	@ .19
No. 1, 12 1/2-14.....	@3.30
No. 2, 12 1/2-14.....	@3.05
No. 1 B. M., 12 1/2-14.....	@2.25
No. 2 B. M., 12 1/2-14.....	@3.55
No. 1 kips, 14-18.....	@2.30
No. 2 kips, 14-18.....	

## DRESSED POULTRY.

TURKEYS.	
Fresh killed, dry-packed—	
Western, hens and med. toms, dry-pk., fancy.....	@25
Western, dry-pk., young toms, over 16 lbs., fancy.....	@24
Western, spring, dry-pk., fair to good.....	@23
Other western, spring, scalded, fancy.....	@25
Kentucky and Tenn., dry-pk., choice.....	@—
Tennessee, scalded, average best.....	@—
Texas, dry-pk., fancy.....	@24
Old hens.....	@22
Old toms.....	19 @20

## CAPONS.

Philadelphia, 8 to 10 lbs. each.....	28 @30
Philadelphia, 6 to 7 lbs. each.....	25 @26
Ohio, 8 lbs. and over, each.....	25 @26
Ohio, 6 to 7 lbs. each.....	22 @23
Indiana, 8 lbs. and over each.....	24 @25
Indiana, 6 to 7 lbs. each.....	22 @23

## CHICKENS.

Fresh dry packed, 12 to box—	
Western, milk-fed, dry-pk., 18 to 24 lbs. per doz., per lb. ....	28 @30
Western, milk-fed, dry-pk., 25 to 30 lbs. per doz., per lb. ....	25 @27
Western, milk-fed, dry-pk., 31 to 36 lbs. per doz., per lb. ....	23 @23
Western, milk-fed, dry-pk., 43 to 46 lbs. per doz., per lb. ....	20 @20
Western, corn-fed, dry-pk., 18 to 24 lbs. per doz	

